

(Woollox manufacture.)

Vol. 40

1578/7675

A P P E A L

To the Common Sense of

S C O T S M E N,

Especially those of the

L A N D E D I N T E R E S T,

And more especially

F R E E H O L D E R S.

A P P E A L

2 C O T S M A N

L A N D E D I N T E R E S T

1 R T H O C W D E R S



A N  
A P P E A L

To the Common Sense of

S C O T S M E N,

Especially those of the LANDED INTEREST,

And more especially FREEHOLDERS,

If their own Conduct be not the Source of their  
Misery?

A N D,

If their own vigorous Efforts be not the only  
Mean of their Relief?

Together with

A Proposal of the last Importance for saving the  
Country from Ruin, and preventing future Insur-  
rections and other dismal Consequences of extreme  
Poverty and Want;

In answer to

The Groans of its wretched Inhabitants.

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E D I N B U R G H:

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A P P E A L

To the Commission

3 C O T S M E N

Especially those of the Landen Interest

And more especially FRENCHMANS

It is their own conduct, not the source of their  
difficulties.

A. K. D.

Men of that kind?

1977 10/16/77

A hypothesis of the last importance for saving the country from ruin and preventing future labor-  
pains and other social conditions of extreme  
fervor and N. A.

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The Council of the National Association of Manufacturers.

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1992-1993



T O

The MOST NOBLE, RIGHT HONOURABLE,  
and HONOURABLE,

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The Duchess of *Gordon*,

The Marquis of *Lothian*,

The Earl of *Selkirk*,

The Earl of *Hopeton*,

The Viscount of *Stormont*,

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Mr. *Thomas Dundas*, Advocate,

Esq. Esq. Esq.

Members of the Company for promoting the  
WOOLLEN MANUFACTURES in Scotland.



*My Lords and Gentlemen,*

SOME Part of this Pamphlet was printed some Years ago; and tho' now it has changed its Form; yet, as the main Design is still the same, to promote the *Manufactures*, and consequently the *Interest* of *Scotland*, to whom can it be so properly addressed, as you, who, by your Appearance, every *Scotsman* must allow to be the *Friends* of both?

Zeal for the Good of *their Country*, is the *Characteristick* of Men of Honour and Gentlemen; and ought to take place of Pleasure, Profits, and all other private Gratifications. Who-soever wants this Motive, is an *open Enemy* or an inglorious Neuter to Mankind, in proportion to the misapplied Advantages with which Nature and Providence have blessed him.

The Distinction of *Parts*, *Wealth*, and *plentiful Circumstances*, are a Tax upon an honest Mind, to be active for the publick Good, especially for the *essential Interests* of one's Country. —The *unbiaffed Consideration* of the true Source of our Poverty in *Scotland*, an *active Sympathy* with the Miseries of our Countrymen, oppressed with Want, and lost in Idleness, joined to an *impartial*

*partial Attention* to the most probable Means of Relief, were the Motives which induced you to join and stand up together in an Attempt to introduce the most Beneficial Manufacture in the World into Scotland; which, if established, would be found the most certain, universal, and effectual Remedy.

The Opposition you have met with from some is *surprising*. That from others, whose Interest was at Stake, could not, from the Nature of the Attempt, but be expected. However, the Necessity of *some such Remedy*, to save the Country from Ruin, is acknowledged by all. *How far* the Woollen Manufacture answers this End, and how *easily* we can apply it, I have endeavoured to shew.

The *immense Loss* this Country has suffered by its not being introduced and encouraged, and the Insufficiency of all other Means of Relief in its low Condition, will appear to those who are not in *Leading-strings*, and dare use their own Eyes.

When the *universal Bent* of a People seems to be diverted from the Sense of their common Good, it looks like a *Fatality*, and a *Crisis* of impending Ruin.—This makes your Example and Efforts

*highly necessary*; which if they prove successful to animate your Countrymen, and to introduce this Treasure of Riches into this impoverished Country, you will merit of Scotland, and convey more Blessings to Posterity, than what all our trifling Attempts in Trade, put together, have done these forty Years past. *I am, with great Deference,*

*My Lords and Gentlemen,*

*Your most obedient,*

*Most humble Servant,*

**The AUTHOR.**

**ADVER.**



## A D V E R T I S E M E N T.

*Every body seems to allow, the present State of Scotland is exceeding low: And some have attributed the Cause to the French Trade, as that exports pure Cash; others have laid the Blame upon the Smuggling Trade, especially that of Brandy and Tea; and have unanswerably proved how much these Trades tend to the Destruction of the Country, by importing Wares, which not only tend to Luxury, drain the Country of Money, but prevent the Consumpt of our own home Manufactures, especially those of Spirits and Malt-liquors; a Thing particularly to be avoided. Some have extended the View, and shown, upon the same Topicks, That all Traders who import Commodities of mere Luxury and Pleasure into an impoverished Country, and which tend to foment the Extravagance, and heighten the Expence of the Living of the landed Gentlemen, which remits their Rents to the Support of other People, and hinders the Consumption of their own Manufactures, the only real Source of Riches to a Country; all such Traders are equally blame-worthy; and their Stocks, their Talents, and their Interest, are employed to the Destruction of the landed Interest, and of their Country. This Position is self-evident. And if we apply it to our Case, and look into the Towns where Traders crowd, excepting Glasgow, and a few others, what Part is not a Hive of Merchants almost wholly employed in this Manner, especially Edinburgh? Edinburgh, the Centre of home Trade, the Metropolis of the Country, whence the Demands of the landed Gentlemen throughout the whole Nation are continually supplied; and which, if profitably occupied, would be the Mother and Nurser of our Manufactures, and a Source of Riches to the Nation, is at present a Disgrace, as well as a Ruin to Scotland; the Traders in it being employed in importing Goods fitted to create Expence, and which tend to stop the Consumption of our own Manufactures; and the numerous Hands are employed in levying the Rents of the poor*  
landed

## 8      A D V E R T I S E M E N T.

*landed Gentlemen, which ought to be applied for their own Interest, in employing their own People, and remitting these for the Employment and Support of others. These Things are sad Truths, and no doubt are the Springs of the Destruction of the Country.*

*The Intention of the following Pamphlet aims at tracing these Springs to their original Source; which it affirms to be the Conduct of our landed Gentlemen. It shows how extremely low the landed Interest is; that the landed Gentlemen themselves have been the chief Occasion of their own Destruction, and of the affecting and dismal Situation in which they now are; that as they have wreathed this Yoke of Poverty about their own Necks, so they must employ their own Hands to undo it; which if they will not move, they must be inthralled for ever. It shows them, that the Means of their Recovery they have in their own Power, if they will but exert themselves.*

*If they do so, it proves they cannot fail of Success. It proposes them a Mean of Relief worthy, and which is the Object of the Attention of the first Nations in the World, and which is the Source of their Riches, the introducing the Woollen Manufacture in all its Branches. The bare mentioning of which strikes poor Scotsmen with the dispiriting Thought, that it is too great a Blessing ever for them to hope for, too grand an Attempt for them ever to think on. Their Fears are here endeavoured to be removed, and the Objections against introducing this Manufacture answered, the Possibility and Easiness of its being introduced, and the universal and unspeakable Advantages which will accrue, in preference to all other Attempts to save us from ruin, proved. And all the Author claims, is, that, so far as what he asserts is founded in Reason and Argument, and the Maxims of Trade adopted by all Nations, the landed Gentlemen would give ear to it, without regarding who affirms it. And as their own Interest is chiefly concerned, he thinks he may be forgiven to go further, in begging, that whatever Truths he builds upon these solid Foundations, they will not only give ear to, but listen with the same Attention*



## ADVERTISEMENT. 9

ention many are wont to do to great Men, from whom they take Things implicitly.

If, upon reading the following Sheets, the Gentlemen are satisfied they ought to bestir themselves, and do something towards their own Relief; if they are convinced, that they ought to attempt the Woollen Manufacture, it is hoped they will act as Gentlemen who are in earnest; Gentlemen pushed on by Necessity, and animated with the View of saving their Country, and of procuring such an Inlet of Riches to it, which will convey unspeakable Blessings to Posterity, and give immortal Honour to those who thus stand up for the essential Interests of their Country: An Attempt of such Importance as must give Spirit and Life to every Mind fraughted with Compassion to its miserable Fellow-creatures, and who purposes to do something great, and good to Posterity: A Design formed likewise to stir up the most selfish of the landed Interest, as, from the plain Maxims concerning the Dependence of the Value of Land on Manufactures, it is shown how deeply their own Interest is concerned. It were happy for themselves, and happy for the Country, that the landed Gentlemen would consider the necessary Connexion between the Interest of Manufactures and the Interest of the Lands.

As I aim at the Interest of my Country, so I have impartially stated Things, without Regard to Party or Politicks. And as to Interest, I can have none in the Matter; having long ago had no Concern but as a Gentleman, and never intend to have any but as such.

Some Scotsmen in the English Interest, and who live easily themselves, object, That an Attempt to set up the Woollen Manufacture, is making national Distinctions; and that a Scrutiny into the Loss of Scotland by the Inhabitants being in a manner become wholly a Market to the Manufactures of England, tends to foment Divisions. That is to say, that we must neither inquire into the true Source of our Ruin, nor do any thing to relieve ourselves; but must sit still in Thralldom and Chains, till impending Extremity rouse up the wretched Inhabitants of the Country, to embroil the whole Nation again in Tumults, Insurrections, and  
Blood,



# 10 ADVERTISEMENT

*Blood, and to attempt any thing, however desperate and daring, that may procure them Relief: Whereas it were happy for the Government, an eminent Service done his Majesty, and for the Interest of England as well as Scotland, that our Disease was fully laid open, and a proper Cure applied; without which these dismal Consequences must continually follow. And indeed, nothing would remove that justly contemptible Idea the English have of us, or more effectually answer the Interest of Britain in general, than that Scotland, so considerable a Part thereof, should be improv'd, and the Inhabitants employ'd in those Manufactures which best answer their own Uses and Wants, and will employ their Poor to the greatest Advantage, and be a Mean of keeping the Country in Peace and Quiet, and of securing our happy Establishment in Church and State.*

**AN**

[ 8 ]

A N N  
A P P E A L  
T O

The Common Sense of *Scotsmen*:

**H**OWEVER this Country is unhappily divided into *Parties*; and those Parties into *different Sentiments*; yet all of them seem to agree in this Fact, that the present State of *Scotland* is very low. No where can we cast our Eye, but we may see *visible Proofs* of this Truth; Proofs sufficient to affect in the most sensible Manner every *Scotsman* who is not lost in *his dear Self*. Our Noblemen and Gentlemen's *Estates* we see reduced; their *Families* extirpated by Poverty, their *Children* exported as so much Lumber off the Country, for want of Subsistence and Employment at home; their *Relations* a heavy Burden and Charge upon them: And the most of their Tenants, in all Parts of the Country, have *Poverty* wrote upon their very Faces. In short, the most Part of the Inhabitants of this Country are truly a *Bite one* upon another; and are so involved in Poverty and Distress, that they are *desperate* enough so as to adventure on any Enterprize, however *mad*, upon the least Glimpse of Hope of changing their unhappy Situation. The dismal Consequence of these Things we have already felt, and must every Day feel more and more. And unless a *Remedy* be considered and applied, the *Disease* must grow; the Effects, of which may be more dismal than we now can foresee.

Men possessed of beneficial Offices, living at Ease, and wallowing in Plenty, are apt to take a superficial View of these Things, and more frequently to deny them altogether: But were it not for the *Paper-credit*, of which we tolerate a more boundless Use than *scarce ever was known*

in any Place, every Man in the Country would not only see, but feel the Truth, that this Country is reduced extremely.

In some *Pamphlets lately published*, some Causes of our Poverty, and Misery of our Country, have been touched upon. The *Smuggling Trade*, particularly, deserves the severest Censure; nor does the *Importation of French Claret* merit better Treatment: Both these Trades unquestionably drain us of our Money, and involve the Inhabitants in *Perjury and Vice*. But I apprehend, with great Submission, that the Cause and Success of these destructive Trades, and of all the fatal Consequences that attend them, is properly chargeable upon the *landed Gentlemen and leading Inhabitants*. Their Conduct is the true Source of their own and their Country's Ruin; their Ignorance, stupid Indifference, and fatal Management, with regard to *their own real and essential Interests*, as well as those of their Country, is the real Cause of all our Miseries, of our Poverty, and of all those destructive Trades, which infest the Country. And this Charge I shall endeavour to make out against them from the following Observations.

As the *Balance of Power and Interest* in most Nations lies in the Proprietors of Land, and the other leading Inhabitants; so the *Balance of Trade must lie* in them likewise. These Gentlemen's Purses and Rents are the Revenue of the Nation; and they have the absolute Power of applying them as they please. They can buy foreign Drink, Cloaths, &c. and thus remit their Rents to support and enrich the *Natives of other Countries*. Or they can provide themselves with these at home, and thereby enrich themselves and their Country; and to their favourite *Humours and Inclinations* must all the Traders and Manufacturers adapt their Trade and Manufactures; and Merchants are obliged to import from abroad, or manufacture at home, as will best suit and please their Fancies. And this Power they have naturally vested in themselves; and they can assume and exert it when they please, *independent of King or Parliament*: And it must remain with them so long as they are Masters of their Estates. They cannot therefore be compelled by any to give away their Rents,



Rents, and remit the Money of the Nation to encourage the Manufactures, and enrich the Subjects of *Foreigners*, to the Ruin and Destruction of *their own*; nor can they be obliged, by all the Traders in *Scotland*, to apply the Rents of their Estates any way but as they themselves please and incline. *Money and Consumpt* are the Rivers which nourish and feed all Trades and Traders. These must circulate in any Country according as the Rents of Lands are applied by the Proprietors. Landed Gentlemen, therefore, can turn Trade which way they will; and according as they do, so all Traders and Tradesmen must steer their Course. The Value and Improvement of Lands, again, depend entirely upon Trade and Manufacture: And as these depend absolutely upon the Gentlemen, where they are ruinous, they are only to blame; for they alone turn them to their own Destruction and that of the Country.

These two Propositions are obvious; and yet, in all the Inquiries made by Gentlemen into the Interests of the Nation, they are little considered. Gentlemen never duly reflect, that all home Consumption, and consequently Trade, runs in the same Channel with their Inclinations and Humours. If they are so ignorant of their own Interest, and such Haters of their Country, that no Goods whatever will please or be bought by them but what come from abroad, and are to the Destruction of themselves and their Country, Merchants and Traders must swim along the Stream; and, instead of following Manufacture or Trade which tends to enrich the Nation, they must gratify those Gentlemens Inclinations to their own Destruction. And, unless Traders had almighty Power to open their Eyes, and to mend their Hearts, and refused to apply this Power to cure the Gentlemen of this national Madness and Folly, how can they be blamed for the Situation of Trade?

Besides, it is not so much the Province of Traders to dictate to, and to direct their Betters, nor is their private Gain and Interest concerned much, whether Goods of foreign or home Manufactures please the leading Inhabitants, who are the chief Market of the Country, if they get Profit, which is their Aim and Business. This is a Matter

*perfectly equal to them; and it would be ridiculous, to expect, that Merchants and Dealers should alter the Course of Trade, when they find greater Advantage by selling foreign than home Manufactures. And tho' there may be some, who, from a Principle of Regard to the Interest of their sinking Country, would willingly embrace any Opportunity of retrieving them, by setting up Manufactures at home; yet they are debarred from attempting any such Thing. For to what Purpose, unless to ruin themselves, is it to manufacture Goods in Scotland, where no body will buy them, and where the leading Inhabitants are so universally corrupted, that unless a Thing be foreign, that is, unless it be to their own Destruction, they will not wear it?*

*A People not expert in, nor inured to Manufacture, cannot, at first, make Goods so perfect or so cheap, as those who are so. And, in this Case, as there can be no Market for their Goods abroad, if their own Natives, who are obliged by all the Ties of Interest and Duty, do not buy them, there can be no Sale for their Goods at home: And so Manufactures in such a Country of degenerate Mortals serve only to ruin the honest Undertakers.*

*This Conduct of the landed Gentlemen is the true Source of our destructive Trades, and the Poverty and Misery of Scotland. And, till GOD Almighty open the Eyes of our leading Inhabitants, to see that their Corruption and obstinate Inattention, here in this Point, is the Spring and Rise of our Misfortunes; till they are made roundly sensible of this, and awakened by Poverty and Want out of their fatal Lethargy, (which one would imagine they ought now to be with a Witness), we can never hope to see any general and effectual Change in our dismal Situation.*

*I must be, therefore, forgiven to bring this Matter a little nearer their Eye; and to convince them, that they have not only involved the Nation, but themselves, in Poverty and Ruin. And indeed I should not be so silly as to expect, that, though I could prove that the landed Gentlemen of the Country have a guilty Hand in its Destruction, that any thing I could say would much affect them, were it not that I am in hopes of convincing them, that they are guilty for no Gain; and, in this respect,*

*worse*

worse than Smugglers. Nay further, I think I can prove, that all the Reward they reap for *their Parricide* is Destruction to themselves and Families.

And, first, it is acknowledged by all Mankind, that the *only improveable Riches* of any Nation are its Inhabitants; the greatest Extent of Grounds being of no earthly Signification *without human Creatures*. It is from the Labour of these alone, that either *Lands can be improved*, or a Country enriched. It is therefore an *undoubted Maxim*, and which holds invariably certain in every Nation under Heaven, That in *proportion to the Number of Inhabitants who are profitably employed*, are its *real Riches*. Every individual human Creature thus employed adds so much as he annually gains to the common Stock; and the Amount of the Labour of the whole Inhabitants put together, makes the *annual Improvement of the Lands*, and Rents of a Nation.

That Nation *whose landed Gentlemen and leading Inhabitants* are so blind to their own Interest, and those of their Country, who, either upon the one Hand, by their Consumption and Connivance, *encourage the Labour* of the People in Trades destructive to themselves and to the Country; or, on the other Hand, who *allow their People to remain idle*, and are not at due Pains to lead them into profitable Employment; that Nation must necessarily be miserable, poor and contemptible: For hereby so many Creatures are protected and cherished in destroying their Lands and the Country, and pulling them to Pieces; and many others remain idle and inactive: And, by this means, the Lands not only lose all the immense Sums which they could gain, which would add incredibly to their real Value; but every one of these Idlers becomes a *certain Charge*, for their Subsistence, upon the landed Interest.

The providing and encouraging of *proper and profitable Employment and Manufacture* for the Inhabitants of any Nation, and the *suppressing of vicious Habits and pernicious Trades*, is the *great End*, as well as *great Art* of Government; and according as the Governors of different Countries *understand this Art*, and apply it, so are the *Circumstances, Trade and Wealth* of these Countries. The  
In-



Inhabitants of the Earth are a Mine, which, according as it is wrought, yields Riches to all the different Countries in the World. Poverty and Want, Affluence and Riches, are only the Effects of the different Methods how Monarchs and States work here.

And where these in a Government are not at due Pains to employ the Wisdom, Power, and Authority of the Legislature for the encouraging the Labour of the People, and leading them into useful Trade and Manufacture, that Government lays no Foundation for its own Support; unhinges itself, and must soon totter into Destruction with the People. It is not vast Bounds of Land, without Inhabitants, not a poor, idle and hunger-beaten People, that can support the Grandeur of a King, the Expence of Government, and afford Money for the Payment of Armies, and Defence of a Nation. Strength and Riches only can do this; and these must arise from the Number and Wealth of the Inhabitants, and from nothing else; the Glory of every State being no more than what it can levy of Men and Money, with Ease, and without Inconveniency to the Subject.

If a Government therefore is negligent here, where its chief Care ought to be applied, and by which it can only lay the Foundation of its own Support; such Governors truly build a Castle in the Air: And if, at the same time, they squeeze the poor and miserable Subjects by exorbitant Taxes, they literally act the Part of Pharaoh, in obliging them to make Brick without Straw; and the unhappy Subjects are in no better Condition than Galley-slaves.

In this deplorable Case, the only Relief which can be expected to a sinking Nation, is from the landed Gentlemen. If they have any Sense of their own Interest, any Understanding where it truly lies, or any Regard for their miserable Country, they ought to unite together as one Man in saving it from immediate Destruction; and, if they do so, they may, in a great measure, prevent its Ruin.

For where the greatest Part of the Leaders of the landed Gentlemen, those Directors of their Understanding, as well as of their Votes, shew no Zeal for their Country's Interest, but for that of their particular Parties, and, under the Mask of Concern for a sinking Nation, their Hearts  
beat

beat only after a *Post* or a *Pension* to themselves, or the overturning of a *Party*: when the greatest Number of such, who ought to be *Guardians* to their Country, can view its *essential Interests* destroyed, without exerting themselves to do their Duty: Nothing but a *Miracle* of Providence, equal to the Preservation of *Noah* in the Deluge, can save such a Country from Ruin, unless the enslaved Gentlemen open their Eyes, and act for themselves.

The present Age affords us *Examples* of some Nations being so deeply corrupted, that no less than *Slavery*, *Misery* and *Want*, the certain Consequences of general Corruption, is sufficient to open their Eyes: And though they groan under Poverty and Want, and the *Effects* of their Folly; yet every one groans only under his own Distress; which makes many court the most sinistrous Methods, while the honest, proper, and only *Means of Relief* for themselves and the Country, and which they have in their Power, are totally neglected.

Here is the real Source of the Ruin and Poverty of our Lands and of our Gentlemen.

For there are two Things equally certain upon this Head, and which, if duly attended to by the Gentlemen of this Country, would be very happy for themselves and for the whole Nation: 1<sup>st</sup>, That the whole fatal Consequences, of either hurtful Trades, or Idleness and Beggary, terminate in their Destruction. In the Result of Things, their Lands are hereby impoverished, their *Tenantry* ruined, and *Families* extirpated. They are, in a manner, the only Sufferers, I say, and therefore they are chiefly concerned to prevent those Evils. 2<sup>dly</sup>, Their Infatuation is such, that to their Conduct and Management chiefly all these Evils are owing; and yet, hood-winked and dispirited, they neither will see this, nor move their Hands out of their Bosom to do any thing for themselves. There are Gentlemen of the landed Interest in *Scotland*, who feel the Miseries of their Country, and breathe after any Opportunity of relieving them. There are too many others again, who are so intent upon their own private Interest, that they can easily consent to the Ruin of their Country, tho' not to that of their Party; and as they foolishly imagine their private Estates and Rents are very  
little

*little concerned*, the Groans of their Country prove no Interruption to their Satisfaction.

In order to move *these latter*, I shall here endeavour to show them, that their own Interest, and that of their Estates and Families, are more concerned than they are aware of; and so their *own selfish Principles*, abstracting from any Consideration or Regard to the *Good of their Country*, ought to awaken them out of *their Lethargy*: For not only *the Nation*, but their *own Fortunes*, are involved in immediate Destruction. And I shall next show, that as their Conduct has been the real Source of the Poverty and Misery of the Country, so they, and they only, have it in their Power, in our present Situation since the Union, of saving their Estates, and the whole Nation. And, *lastly*, I shall propose some few Things, which will obviously tend to that End.

And here, all I desire is an open Ear to Argument, founded on the Nature of Things, and those unalterable Maxims which are admitted by all Nations. If what I assert is not founded on these, let them reject it with Disdain; if it is, their own Interest must determine them to receive it, otherwise they are resolved to be miserable.

The landed Gentlemen of this Country, for some Years past, have been at *great Pains* to know how to equal the *English* in improving their Estates, and in raising the Rents of their Lands: And some of them have been at *indefatigable Pains*, as well as *great Expence*, to accomplish this End. But tho' these Gentlemen perhaps have arrived to a far *greater Skill* in the Knowledge of Agriculture, than ever their Predecessors did; yet the Lands of this Country continue still at a *low Rent*, even where they are improved by the ablest Gentlemen-farmers: And if the *Money* they have expended in these Improvements be duly attended to, and the *Annualrent* thereof be taken into the Accompt, their Lands will, in many Places, be found not much to exceed the old Rent.

And they never will be *more successful*, unless they be at equal Care to *improve the Inhabitants* of their Lands. There is no *Maxim* more certain, than that the *Value and Rents of Lands* depend entirely upon the Condition of the *Inhabitants*. Their real Worth can only be in proportion



to the Number and Wealth of these. Human Creatures are the only Foundation of all Improvements; and their Labour, when profitably employed, is the only Source of Riches to a County or to a Nation. For Gentlemen, therefore, to pretend to improve their Grounds, without improving the Inhabitants of these Grounds, is to build a House without a Foundation. And it is entirely owing to our neglecting this Maxim, that all our Schemes of this kind have tended to so little Advantage to the Projectors.

There is nothing more certain, than that every Penny which is laid out by the Proprietors of Lands, in order to improve the Inhabitants, by leading them from Idleness and Poverty, to Industry and Labour, is a more certain and lasting Method of improving their Estates, than by Ditching, Draining, Inclosing, &c. People being the Foundation of all Improvements of this Nature. As our People therefore are the only improveable Riches of the Nation, let us look into their Situation, and how criminally ignorant or negligent of this Maxim our Gentlemen have been. If we cast our Eye over all the Counties in Scotland, and look into the wretched and low Condition of the common People and Poor, we will find some famished for Want of Bread; others dispirited for Want of Employment; and not a few starved with Cold and Nakedness; and many whole Families throughout every County, especially in and about Villages, commonly remain in a languishing, nasty, slothful and useless Condition, uncomfortable in themselves, unprofitable to the Proprietors of the Grounds; and by their Idleness, Picking and Thieving, they are a heavy annual Charge to all about them. The Children of these Poor, bred up to Laziness, Beggary and Theft, are not only of unhealthy Bodies, and more than ordinarily subject to many lothsome Diseases, whereby very many die in their younger Years; but such as come up to Years and Strength, by their vitious and idle Habits contracted in their Youth, are rendered for ever after unfit for honest Labour and Industry, and serve only to stock this and the next Generation with Thieves, and lazy idle Beggars. Indeed Want and Poverty has seized the common Inhabitants of Scotland in general; Hunger and Nakedness so universally prevail among them, that these, who are the

only improveable Riches of the Country, are truly a *Reproach* to their Superiors. These poor neglected Creatures at once shew the World that Ignorance of their true Interest which prevails among the Proprietors of Land, and the low Value of their Lands is wrote upon the very Faces of their Tenants and Cottars. How little does their Food or Cloathing go to improve the Value or Rents of their Grounds? which can only be done by the Consumption of the Inhabitants. Is there one Spot of Earth more improveable than Scotland, and yet so barren and unfruitful? Or is there in the World a Set of Men so careless about their own Interest as the Proprietors of Land in Scotland?

In this dismal and neglected Situation of the Inhabitants, it will be found, that a *tenth Part* of them, at least, serve for no other Purpose, but to be a Charge and Burden upon the rest, and a Loss to the Lands.

Now, (to bring this Matter nearer the Eye of Gentlemen, and to convince them, if they will be convinced), supposing that in any County in Scotland there are fifty thousand Inhabitants, and the *tenth Part* of these, which is five thousand, are *useless and idle*, and so a Burden upon the rest of the County: for, if they have no profitable Employment laid to their Hand; if they will not, or cannot get Work, they must be obliged to others, or beg or steal for their Subsistence: and if, in this Manner, we can suppose they only get one Penny Halfpenny per Day off the Inhabitants, it amounts to above forty Shillings in the Year to each of them; and, in the whole, to above ten thousand Pounds: So that here, by the Ignorance of the Proprietors of Ground of their own Interest, or their *supine Neglect* of it, those Creatures which are the *only Riches* of their Lands, are turned to be the Destruction of them and their Tenants. Whereas, were they to consult their own Interest, and provide these Creatures proper Work and Labour; each of them, tho' they could gain no more than two Pence per Day to themselves or their Masters, yet, at that Rate, every one of them would be a Consumer to the Lands, to the Value of three Pounds annually, which would amount in whole to fifteen thousand Pounds a-year; and this, added to the above ten thousand Pounds, would be in all *twenty five thousand Pounds*, by this Management,

ment, saved to the *Country*, or rather to the *landed Interest*, as the greatest Part of this does in *Fact* terminate here.

Gentlemen *never consider this*, nor will they believe it. They fondly imagine, that they receive their Rents from their Tenants; but it is, in Truth, the *Consumer that pays it*. He pays the Price of the Corn, and of the other Grain, the Cattle, and the Wool, and the Coals, to the Tenants; and neither Gentlemen nor Tenants can be paid, but by the *Consumption* of the Inhabitants. Every one of these, for what he eats, drinks, and wears, is a *Tenant* to the Lands, and a *Paymaster* to the Labourers; and if the idle Poor can be led into any Employment, so as to gain each three or four Pounds annually, every one of these becomes of so much *Value* to the Landlord.

As the Value and Improvement of Lands therefore depend entirely upon the Industry and Labour of the Inhabitants, the Proprietors of Land are chiefly, if not solely, concerned to promote every Design, Manufacture or Trade, which can give profitable Employment to the People; for the Advantage and Gain of all redounds to themselves: Nor is there any other possible Method of their improving their Estates to purpose, but by doing so.

But do they *do so*? or do they *consider or believe this*? No: For while our Lands are capable of equal, if not greater Improvement, than many Lands abroad, the Proprietors are *so abandoned* to all Regard to *their own*, as well as to the *real Interests* of their Country, that they appear to be *wholly unattentive* to those Things: And, while their Grounds lie *uncultivated*, their Tenantry poor as Beggars, and their own Consumption would employ their People in manufacturing Goods to themselves; *by not doing so*, Poverty and Want of Employment *forces* annually Numbers of the most valuable Inhabitants to *fly abroad* for Bread; and all that poor landed Gentlemen now serve for, is, to *beget People to enrich and cultivate every other Country but their own*. And thus the improveable Riches of a Country, human Creatures, are become the most considerable Part of our Exportation, to the Ruin of the landed Interest, and to the Scandal and Destruction of Scotland.



The Conduct of our *Land-holders* in this Matter is, I say, the real Source of their own Poverty, and of the Destruction of their Country; and till their Eyes are opened to *see* their Interest, and they are bestirred to *pursue* it, all *other Remedies* to save this Nation, in its present Situation, from utter Destruction, are but *palliative Cures*. Our Country is ruined by *those* whose *chief Interest*, as well as *Duty*, it is to *save it*; and they in *divine Justice* are the greatest Sufferers: For how deeply sunk is the *landed Interest* in *Debt*? to *what Straits* are they reduced? how *poor and uncultivated* are their Lands, and their *Tenantry Slaves* for Bread and Water? Our *Gentlemen* in general grone under Poverty and Debts; and those that have Children cannot so much as *provide for them*, but, for Want of *beneficial Manufactures at home*, they are obliged, I say, to *export and lose* them in other Countries. These Gentlemen ought therefore now to be convinced, that *Thinking and Talking*, which is the *greatest Length* most of them are come to in these Matters, signifies little; and seeing Things with the political Eyes of their Patrons, much less. They ought now to *unite in Action*, or they still will be greater Sufferers; and, if they *begin here*, their Endeavours cannot fail of Success. Our *Grounds in Scotland* are nigh four Times of as great Extent as *those of Holland*, and are *capable of the greatest Improvements*. We are every whit, as to many *Branches of Trade and Manufacture*, as well situated as the *Dutch*. They have not above three Millions of Acres of Ground in all their Dominions; and they were once reduced, tho' not perhaps *so low* as we are at present, yet to a *poor and distressed Condition*: But, by their Application to Manufacture and Trade, by the Wisdom and Care of their leading Inhabitants, and especially by their following out this very Maxim, *That the Labour and Increase of a People are the only Source of Riches*, to what Grandeur and Wealth have they raised themselves? Their Trade and Manufactures have *brought together* Numbers of People from all Nations, whom they chearfully entertain and employ; these they have improved to such a Degree, towards *aggrandizing* the State, *raising* the Lands, and *enriching* all the Inhabitants, that the Change of their  
Affairs

Affairs affords to every Man, that will think at all, *a living Proof*, that the Riches of a Nation only arise from the Labour of the People. They have increased their Subjects to such a Degree, that upon this small Spot of Ground *nigh four Millions of People* live; and these are employed in such *useful Labour and Manufacture*, that the Land-owners have their Lands *raised* from a very low Rent to above *thirty Shillings for every Acre* of their poorest Grounds. The Confluence of such a Number of industrious People has spread Plenty and Riches through every Corner of *Holland*; and the Traders and Manufacturers have *fenced out* Ground, *built Houses*, and reared up such Accommodations, that the *Rent of their Lodging* amounts to near the Value of their Lands; which has immensely enriched the landed Interest. The States-General can, without *loading the Subject with heavy Taxes*, levy immense Sums for the Support of the Government and Defence of their Country; the *landed Men* reap the Effects of the Labour of their People; and Plenty and Wealth abounds in *Holland*.

The *Customs and Excise* of *Holland* amount to immense Sums. They are *not squeezed out* of half-starved dispirited Beggars; but they depend upon the vast Consumption and easy Payment of Millions of wealthy People, ten of whose Manufactures will consume more exciseable Goods, and more Product of the Land, than the Inhabitants of whole Shires in *Scotland*.

By the *direct opposite Conduct and Management*, is *Scotland* now reduced to Ruin. This Example of the *Dutch* I am obliged to mention, in order to prove and fix those Truths in the Imagination of our Country Gentlemen: And, as it is only by *introducing Manufactures* that the Poor can be employed, those Gentlemen, whose Interest is so deeply concerned, must either *unite together* in promoting them, or they and their Families and Estates *must sink*. And have not we the Privilege of attempting any beneficial Manufacture as well as the *English*? yet many *Scotsmen* have commenced *Champions for the English Interest*, and, by *their political and Party Maxims*, have joined with them in their favourite Design, of making the *Scots* Hewers of Wood and Drawers of Water to the  
South



*South British.* And our Country is truly turned into a barren Wilderness of hunger-bitten dispirited Creatures, by the landed Gentlemen of the Country being made a Market to the English Manufactures, instead of being a Market to their own; and, like so many bewitched Mortals, they continue to apply the Rents of their Estates yearly to enrich others, and to destroy themselves.

I hope, from what I have said, it will appear, how deeply they of the landed Interest are concerned in employing the Inhabitants of their Lands, and that they cannot preserve or advance their Rents without doing so: I hope they will likewise allow, that their Inhabitants cannot be employed to the enriching of the Lands and the Country, but in Manufacture and profitable Trade; and that no Manufacture can be established in any Country, so as to employ the Inhabitants and enrich the Lands, unless those whose Lands are enriched hereby, do encourage and promote the Sale and Consumption of the Goods of that Manufacture in its Infancy. These things they must allow, or contradict common Sense. Yet here, I take, is the Plague of Scotland. Our Gentlemen either do not know, or will not believe, that their Interest, and theirs chiefly, is advanced by Manufacture. They consider Manufacture as a Thing which tends chiefly to enrich Traders, &c. and they are so stupidly ignorant or criminally indifferent about their own Interest, that they will not so much as buy the Product of their own Manufactures; and some who pretend to love their Country, will gravely refuse to give one Farthing a-yard more for a Cloth made at home, than one made in another Country; and, sunk in this Indifference, that favours of the deepest Stupidity, they are quite easy whether or not their Poor are employed, or Manufactures are encouraged upon their Lands: And if they continue in this Mind, they must sink into their own Mire, till their courted Poverty stifle them.

For Traders are not a Farthing the worse, whether they buy foreign or home manufactured Goods; yea, they are greater Gainers by selling them foreign. They run none of the Risques that must necessarily attend home Manufactures; and they have greater Profit upon them, and they do gain more Money in those Trades which are to  
the



the Destruction of the Gentlemen and the Country, than in *manufacturing Goods to their Advantage*: And therefore they *hurt* not Tradesmen, but *themselves*, by their Folly. Traders will gain Money, however Gentlemen turn Trade; and, as to their private Interest, it is *quite equal* what Goods they sell, providing they have Profit. The Interest therefore of Traders is not at all *concerned in this Manner*, nor does it harm them, though the whole Gentlemen in Scotland are *united in their own Destruction*.

But, upon the other hand, the smallest Reflexion may convince Gentlemen, that they themselves, their Families and Estates, are truly ruined by this Conduct. The Improvement and Bettering of their Fortunes, I say, depends wholly upon Trade and Manufacture. They *have* the Balance of Trade in their Hands, and *can turn it* so as to employ and enrich the Inhabitants of their Grounds. But, instead of doing so, I say, *the landed Gentlemen* of this Nation are so obstinately united in their own Ruin, that they will *encourage* no Manufacture, *buy* no Goods, nor *turn their Interest* any way, but to *consume* those Things which are evidently to the Ruin of their Estates and the Country: And, if we impartially view our Situation now, it cannot miss *deeply to affect* every Man who has any Regard for his Country.

Some time before the Commencement of the Union, we were just beginning to *attend to our essential Interests*. Those in the Legislature had for some time employed their Care in studying the Trade, and in regulating accordingly the Policy of the Nation; the most wholesome Laws were enacted, for *suppressing the Idleness*, and for *regulating and encouraging* the Labour of the Inhabitants; our Manufactures and foreign Trade *were attended to*, and very great Encouragement was given to all the Inhabitants who were engaged in them: Those in the Government had those Things *at Heart*, and Trade and Manufacture would in all Probability have flourished.

One *admirable Part of Policy*, and which indeed is the Foundation of all real Riches in any Nation, the regulating the Labour of the Inhabitants, *was wisely attended to*; and this appears from those excellent Laws enacted

enacted for suppressing of Idleness, and for employing and relieving the Poor: And as those at the Helm of Affairs found the absolute Necessity of Manufactures, in order to *complete this Design*; so they had their Eye *equally attentive* upon every thing which could cherish and encourage all sorts of Manufactures, and the most severe Prohibitions were laid upon all foreign Commodities which tended to *hurt or stop* the Consumption of the Goods they manufactured.

There was a wise Design laid, *of making our own Inhabitants a Market to their own Manufactures*; which is the first Step towards the enriching of a poor Nation. Through the Attention of several wise and discerning great Men at the Helm, I say, our Trade, our Manufactures and Commerce, began to be regulated, encouraged and revived; and, which is always the Effect of such a Government, a quite different *Spirit began to breathe in Scotland*; infomuch that the *long neglected Arts of Peace* were studied, and adapted to the Situation of the Nation; and the Inhabitants, being led by their Superiors, turned their Genius from Fighting and Knight-errantry, to learn Industry and Manufacture.

*Edinburgh* was then the Seat of the Legislature, as *London* is now; and having a *Parliament entirely of Scotsmen*, whose Interest it was to cultivate and enrich their Country, they not only deliberated the *wisest Measures*, but had it in their Power to attend duly to the Execution of every Law which regarded the essential Interests of the Nation, their Trade and Manufactures.

And, at the same time, excepting one or two great Men who attended the Court at *London*, the *whole of our Nobility and Gentry* lived within the Nation; and, as they spent their Money in it, their Rents circulated, to the *cherishing* of our own Manufactures, and *did enrich* the Inhabitants: And our Gentlemen being then not much intoxicated *with English Luxury*, their Inclinations and Consumpt were in some Measure subservient to *cherish and increase* our own Manufactures; and their Dress, Living, Houses and Equipage, were in some Degree of a piece with their Fortunes.

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The clothing of our Army and other Inhabitants tended to encourage and enrich our own Manufactures. No Scotsman dared some time ago to assert, that our Natives should clothe themselves with *English* Manufacture, which yield them 30 per cent. Profit, and not manufacture these Goods within ourselves, rather than make Linens at 8 per cent. to others.

It is true, we are allowed to make *these*; and Politicians tell us what mighty Obligations we are under for this: But, if a Man will but pull off the *Mask*, the Truth comes out thus: *The English know, that the Linen Manufacture has arrived in Holland and other Countries to such Perfection, that neither they nor we are upon an equal Footing with them: They know, that not much more than Bread and Water can be saved by carrying on this Manufacture; and, as it is not their Interest to fly at so low Game, they throw this bare Bone to the hungry Scots: And their Agents tell us, it is our Duty to submit, and to chew this bare Bone contentedly; and that if we attempt to make Goods which will afford greater Profits, our saucy Impudence will be lashed for our Pains.*

Our great Men, Nobility, and Persons of Fortune, of Scots Extraction, by living so much at London, are so deeply corrupted with *English* Luxury, that they not only have wholly abandoned their Country, and left it desolate, but many of them seem to have forgot and lost any Affection or Regard to it. They riot in Expence and Prodigality in England; and, providing they can levy Money from Scotland to support their Extravagancy, they seldom think further of it: If they can drain their native Country of so much Money every Year, so as to answer their Pleasures in England, they rest satisfied in living there; and, excepting once in seven Years at an Election, poor Scotland is not one Sixpence the better for them.

This is a *sad*, though a true Story: For by this Means the Country is not only drained of an immense Sum annually of pure Cash, more than can be easily imagined; but this Nation has lost so many of her chief Supports and Guardians, who used to be, in their different Stations and Shires, of the utmost Consequence to her Interest. Their Eyes were Witnesses to the Miseries and Poverty of their



Country when they lived here, and *their Hearts* were often touched with Sympathy; which made them upon many Occasions exert themselves for relieving it.

But now, the intoxicating Pleasures of *English* Luxury, the Ambition of attending a Court, especially if joined with a good Pension, intercept the Groans of their miserable Countrymen at three hundred Miles Distance.

It is hoped, that this Year, when their own Elections call them home, that the Poverty of their Electors, and the miserable Condition of the Country, will affect them so, as to make a fair and honest Representation of our Miseries to the King and Parliament.

For as the Source of the Rebellion was Want and Poverty, and desperate Circumstances; so the most effectual Settlement of the Country, will be the providing proper Employment and Bread for the Inhabitants, that Necessity and pinching Hunger may not force thoughtless Creatures to breed more Disturbance, or be made further Tools of by designing Men.

It will be obvious, what an *immense* Loss the Absence of our Countrymen must be annually to *Scotland*; and I don't know, but it would have been better for the Country, if the Inhabitants had collected among themselves the Salaries and Pensions which our great Men have got at *London*, and over-bribed them to stay at home, and spend their Rents in their own Country.

Besides, many of our Countrymen of the *best* Fortunes, tho' they do not constantly reside in *England*, yet are always there for one half of the Year attending the Parliament. Many others are annually there, prosecuting and defending Appeals. And, if we cast our Eyes further to those numerous Attenders at Court, who spend their Money in quest of Posts and Pensions, we must be convinced, that a great Part of our Rents are consumed and spent in *England*.

So that, if we calculate upon the one hand the immense Sums thrown away in this Channel, or the still greater Sums remitted annually by our Merchants and Traders, who swarm in incredible Multitudes all over *Scotland*, we must see Gentlemen and Traders united in its Destruction. These Dealers to *England* may be termed

ed *Agents* for the *English* Manufactures: For they levy, at indefatigable Pains, the Rents of Gentlemen, and the Money of the other Inhabitants, who are all now become a certain Market to the *English* Trade and Manufactures. If any Man impartially *consider these Things*, he must be convinced, that this Country hereby is *truly ruined*.

And it is certain, that, were it not for our chimerical *Paper-credit*, this Country would be reduced to Hardships scarce possible to conceive. Indeed we are tolerated a boundless Use of *Paper-credit*, without any real Cash: And therefore, tho' the Inhabitants are *reduced to Poverty*, and the landed Interest *drowned in Debt*; yet, so long as Bank-notes circulate to such a vast Extent, and we are hereby supplied with *imaginary*, instead of *real Riches*, it is absolutely impossible to know how near we are to Destruction. But, whenever a great War happens, or *some other general Disaster*, which only can discover (like Death to a Merchant) *our true Circumstances*; there will then probably be *Discoveries made* which will confound and surprise both ourselves and our Neighbours. For *Bank-notes*, tho' they are very convenient to serve the Necessities of a People, *as a Pledge* to gain Time, yet they can never answer the Ends designed by Money; which is finally to pay and discharge the Debts of the Inhabitants.

But, tho' we cannot know exactly our Circumstances, yet every where we cast our Eyes, Ruin and Destruction attend them: And all *Scotsmen*, who know any thing, (*Politicians excepted*), are convinced, that we are *reduced to the last Gasp*; and yet, which adds to our Guilt, as well as Misery, we are involved in Luxury and Extravagance, like *desperate Spendthrifts*, who, knowing they have little to lose, are quite indifferent what becomes of the *Remainder*.

How many Gentlemens Families do we *see extirpated*, and how many others reduced to Poverty and Want by *this Disease*? And tho', so long as Men possessed of landed Estates, and other visible Subjects, can make a Shift to pay the Annualrents of the Money that burdens their Estates, which, in many Cases, equals the free Rent, their Circumstances are kept a Secret from the World; yet every Year makes *Discoveries* how many have *bartered* their



Estates for the Fuel of Luxury and Vanity, foreign Goods and Wares.

And as all *these dreadful Evils* we have mentioned, have been brought upon the Country by *the Conduct* of our landed Gentlemen; so they have landed in their own Destruction. For, were there a *general Demand* to be made upon the Proprietors of Land in *Scotland*, what surprising Discoveries would be made of the Poverty of the Nation? Were their Agents and Doers obliged in that Case to give up a *general and compleat List of the Debts contracted and owing by them*, the most of our Gentlemen would be found to be drowned in Debt, and the Generality of this Country *to be a Bite upon one another*.

And, without this Discovery, the Circumstances of our landed Gentlemen are apparently very low. Hence, all the *Hardships upon Trade, bad Payments, Accompts* owing two, three, four Years, desperate Debts, litigious and dilatory Law-suits, which *oblige* Merchants and Tradesmen, who have no other Misfortunes, to *stop Payment*; and hereby industrious Men and their Families are reduced *to Ruin and Want*.

Many Gentlemens Children, for Want of Patrimonies, are exported as *so much Lumber* off the Country; and those who stay at home, for Want of beneficial Trade and Manufactures, remain an *idle Burden* upon their Parents.

In short, our Gentlemen are most justly groaning under that Yoke of Poverty and Bondage which *their own Hands have wreathed*; and many of them are, in a manner, a *Sort of Dependents* upon the Ministry for some pitiful Post or Subsistence to themselves or their Children. Hence *our Elections are corrupted*; and many, otherwise honest Men, are tempted to vote contrary to their Consciences, and to be Tools to any who will relieve them of *the Burden* of an *idle Son or a Brother*.

And there cannot be a greater Proof of the distressed and miserable Condition of the landed Gentlemen, than when we see Numbers of those we think to be of good Fortunes, and so *independent and above the World*, as we say, sacrificing their *Duty to their Country and their Characters*, for the pitiful Rewards of a Pension or a Post of two or three



three hundred Pounds a-year. A strong Proof this is, that as Luxury and Extravagance has reduced them, so hidden Debts and pinching Straits must force them to venture all that is *venerable and dear to Patriots*, for the sake of so small a Temptation.

To conclude; No where can we cast our Eyes, but, as in a Glass, the landed Gentlemen may see their Ruin; and every Thing, and every Part in *Scotland*, is a Proof of it. If we cast our Eye into the Country, what *ancient Family* do we see now flourishing? Can a *Scotsman* view their Seats *without a Tear*, or without the melancholy Aspect of *Grandeur laid in Ruin*, by Luxury and thoughtless Extravagance? Any of them that are not totally extinguished, and whose Estates are not swallowed up by Debt, and adjudged to Lawyers, Agents, and especially Merchants of all kinds, to whom the landed Interest have always *been Dupes*, their Condition is little better. Many of them, I say, as to their *Estates*, we find under Management; and, as to *their Persons*, if they are Quality, these are sacred; if not, how few is there not *Diligence against*? And what Country Gentleman is there, who is not under the *Lash of the Law*, and depends not upon the *Mercy of others*, for the peaceable Possession of his own House? We find many of them *sculking* about at home in *hiding*; many laid up in *Jail* or in Sanctuaries for Debt, and others *groining under the insupportable Burden* of a numerous Family, whom, now when they have *begot*, they know not how to provide for; and in many Counties, many of the Gentlemen are glad of a Run in the Kitchen of an overgrown Up-start, possessed of a *fat Post or Pension*, or who is the *Favourite of a Minister*; and, without using their own common Sense, they *think as he thinks, speak as he speaks*, and must *study his very Grimace*, on the Pain of Displeasure. Nothing but the direful Power of Poverty could thus shackle the Intellectuals, and enslave the Spirits of *Scotsmen*. And even at the publick Meetings of the Freeholders, where every Man is called, and ought to speak his Mind; and, more especially, at more private Meetings, the *significant*, or rather *insignificant* Nod of one in Power, that is, who *has a Post*, will knock down at once, if he pleases, any Proposal, however founded in Reason

Reason and the Interest of the Country; and he is a *fortunate Man*, who, by the Motions of his *Honour's Face*, understands first his Meaning, and first instructs the Attendants to *hear no more of the Matter*. Where are the Gentlemen who do not receive their Notions of every thing that relates to the Good of the Country from the Dictates of a Party? In what County, at what Quarter-session, is there any thing proposed, supported, or carried on, that tends to retrieve the landed Interest, or relieve this wretched Country? Or where is common Sense and Reason listened to in any Proposal by a poor Man, who has nothing else to support it? And is not the common Answer to all such Proposals uniformly one Thing through *Scotland*? If such a *great Man* approve of it, I will be for it; if he is not for it, it will not do; and it is *needless to push it*. In short, the *Persons* of poor Highlanders were never more at the Disposal of their Chiefs, than the *Intellectuals* of the Generality of *Scotsmen* are under the Tyranny of Men in Power: And a *British* Act of Parliament, if it could have Effect, is as necessary in the one Case as in the other. For the Truth of these Things I dare appeal to Mankind, nay the landed Gentlemen themselves: And, if they are true, it must give us the strongest Proof of the wretched Poverty of the landed Gentlemen; for nothing but Circumstances reduced to a very low Degree, could make Men so absolutely dependent both in Body and Mind.

In short, their Houses in the Country; the Condition, and the very Faces of their Tenantry; their Friends, and Children, and Dependents; the Methods they take for Relief; every Town, every Jail, Merchants Books, Lawyers Consulting-rooms, from his Majesty's Advocate, down to the meanest Pettifogger of the Law; every Clerk's Chamber, every News-paper; and every Court, and the Causes that come before it, all the Hurry and Bustle of the Court of Session, bear all and each of them some *Marks* and *Evidences* of the Ruin of the landed Interest: And were the *publick Registers* to be printed, so as that every one could see the Debts affecting the Lands in *Scotland*, it would be visibly seen that they are ruined without Remedy,



medy, unless they exert themselves some how or another for their own Relief.

Lawyers, who fish in drumly Waters, and whose Interest is supported by the Debts and Claims of others, it is these and these only that get Estates in *Scotland*. They, and Politicians who do for the Minister, and who consider that the more reduced Men are, the easier their Votes are bought; those Men excepted out of the Question, I believe, by this Time, I may safely appeal to the common Sense of every *Scotsman*, if this is not Truth, that the landed Interest is reduced to the last Gasp.

Thus I have concluded the first Position I laid down, That the landed Gentlemen, by their own Hands, had involved themselves in Destruction; and I am hopeful, that, by this Time, they are inclined to bestir themselves. Sure, no *Scotsman* can view their Situation without Compassion. If they can do it themselves, without feeling the Motions of *Liberty*, and being animated towards *Action*, they are lost in a State of *Insensibility* and *Death*. If they are not, they must all own it is high *Time* to leave off *Talking* and *Thinking*, and *Thinking* and *Talking*, without coming to any Point. For, though they were to look into their Interest with their own Eyes, and shake off the political Yoke, and though the Measures to be proposed to them were never so reasonable and convincing; yet, unless they have a mind to put them in execution, what signifies it? It is therefore expected, that, as I am now to enter upon the Measures proposed for their Relief, if, upon mature Deliberation, they find them reasonable and practicable, that they will put them immediately in execution. Which Measures I shall support by Maxims acknowledged and adopted in Practice by all Mankind.

It is acknowledged, that the only *improveable Riches* of a Country are its Inhabitants; that every Spot of Ground on the Face of the Earth *differs* only from another as to *Value*, in proportion to the Circumstances and Numbers of its Inhabitants; that there is no *solid and lasting Manner* in which Lands can be improved but by *leading* the Inhabitants into *profitable Labour*; that every one of these can be made of so much Value to the Lands, and to the Country; and, lastly, that, in any County or Nation, where the  
Inhabitants



Inhabitants are allowed to remain idle, or employed in destructive Trades, that County or Nation must be poor and contemptible for ever.

As the Labour of the People, therefore, is the only Source of Riches to a Country; *hence arises the Necessities and Advantages* of beneficial Trade and Manufacture. These all wise Nations, as I have observed, have ever esteemed as the only profitable Way of employing the Labour of the Inhabitants; and, where-ever they are *duly encouraged*, it is visibly seen what surprising Effects they produce. Trade indeed, in numberless Instances, though it may be to the Advantage of private Adventurers, yet is often to the *Destruction* of the landed Interest; whereas, upon the other hand, *every Manufacture*, which can be introduced into a Country, invariably enriches it.

And here I must again repeat, *That it is not the Interest of Merchants and Traders, who are engaged in importing Commodities from other Parts, to the Destruction of our own Manufactures, to alter the Channel of Trade. They find great Profit upon foreign Goods, and they will go on in feeding the Luxury, and gratifying the Inclinations of Gentlemen; because, in this Manner, they make Fortunes: And, as the Introduction of home Manufactures tends naturally to undermine and stop this beneficial Trade, it is their Interest to oppose any Attempts of this kind; and this they ever will do.* So that, unless the landed Gentlemen, whose Interest is chiefly promoted by Manufactures, unite in introducing, cherishing and supporting them, they can never flourish in Scotland. And I would beg the landed Gentlemen to stop *here*, and attend whether this be Fact or not. If it is, then they must continue perpetual Dupes to the Merchants, and be made Tools of to their Purposes, if they do not exert themselves; and, if they do so, they cannot but succeed. For it has been proven, *That as the Proprietors of Land in any Country have the Balance of Trade in their Hands; so, according to their Humours, Inclinations, and Consumpt, all Trade and Traders must follow. They can, if they please, subject the whole Hands engaged in Trade, at the same time to promote the Interest of the Lands and of the Country.* And as they have this Mean in their own Power; so upon exerting it or not depends

depends their Recovery or Ruin. If it is not the Interest of Traders to introduce Manufactures ; if, upon the other hand, the low Condition of the landed Interest can *only be retrieved* by doing so ; if these are the only Sources of Wealth to a Nation, and the only Means of employing in a profitable Manner the Labour of the People : *I apprehend, that the discouraging of the Wine, Brandy and Tea, and other destructive Trades, is but a partial Remedy. And even this is absolutely impossible, unless the numerous Hands which are employed in them, to the Destruction of the Country, have some other beneficial Branches of Trade and Manufactures immediately opened up to them, to which they can turn their Hands, and by which they can support their Families.* This, and no less, will be an effectual Remedy.

Nations who, by *Luxury, Corruption, and Ignorance of their true Interest*, have been reduced to *Extremity* ; when *Necessity and Poverty* roused them out of their *Lethargy*, their Practice has ever proved to the World, that here they began : They found, that it was morally impossible to *retrieve* their Losses, or to *establish* themselves in a tolerable Condition for the future, by any other Means, than by *reducing* their Living, Cloathing, and other Expence, under such Management, as to *answer and encourage* the Labour of their own People. And as I take this to be our Case, so I take this to be the only Mean of our Relief. For, as I have said, the Source of our Poverty is, that our landed Gentlemen, for a long Course of Years, have *become a Market* to enrich the Inhabitants of other Countries, and to encourage their Manufactures ; and therefore it is plain, *our only Remedy* in this Case is, by their now *becoming a Market* to their own Manufactures, and a Mean of employing and enriching our own People.

It is, at the same time, *of great Importance to the Interest of a Nation*, when those in it are convinced of the *Necessity of Manufactures*, that they distinguish those Manufactures that are most beneficial with particular Marks of Encouragement. An Error here must be an immense Loss to a Nation. For if the People are employed in Manufactures which yield only 8 or 10 *per cent. Profit*, instead of those which yield 20 *per cent.* hereby the one half



of the Value of the Work of the Inhabitants is lost, and by this Mistake and Error immense Sums may be lost annually to the Country. If, at the same time that the Inhabitants are *reduced to this low Game*, they are employed in making Goods, for the Sale of which they must depend upon *the Caprice* of those in other Countries, and if so their *Market be uncertain*, they must be greatly discouraged, and will soon be wearied in working in this Manner. Now, in every wise Nation under Heaven, they are *equally solicitous* to secure the best Market for the Produce of their Labour, as they are careful to employ them in the most beneficial and profitable Manufactures.

The first, *surest and best Market* for this Purpose, are *the Natives and Inhabitants*; and therefore *their Uses, Wants and Necessities* are first to be considered, and Manufactures are first to be *set up and adapted*, so as to answer these. As it is not only the Duty, but the Interest of the leading Inhabitants, to provide themselves of what they want from amongst themselves; so, in the Infancy of Manufactures, this is *absolutely necessary* for them; for all Attempts in making Goods for Exportation at first is *vain and imaginary*. These two Things, therefore, Gentlemen must have in their Eye, when they consider of proper Remedies for the Relief of the landed Interest, That as *the Labour of the People is the only Source of Riches*, so that *Labour ought to be employed in those Manufactures which are most profitable*; and next, That, for those Manufactures, *the best and surest Market ought carefully to be secured*. Hereby our People will be occupied to the greatest Advantage, and have the *most certain Consumpt and Encouragement* for their Labour.

The *Mean* which I propose for the Relief of this ruined Country, is the *Woollen Manufacture in all its Branches*; because, as it is the *greatest Source* of Riches in every Part of the World where it is settled, as it is the *Mother* of all other Manufactures, and the *River* that feeds them; so it hath made *England* what it now is: And, if settled in *Scotland*, it would not only *relieve*, but *enrich* our landed Interest; and would not only *employ*, but *make happy* our Poor, otherwise Idle, lay a Foundation for Employment to the *best* of our Gentlemens Sons, and raise the Nation



on from its low State to Grandeur and Affluence: So that it is not a low Game or a trifling Matter that is under Consideration. But, before I make good the foresaid Advantages of the Woollen Manufacture in preference to all others, I will here stop, and obviate some *general Objections* thrown out against its being introduced into Scotland.

And, *first*, The Country Gentlemen are told, that Linen is the Staple of Scotland, and therefore we should meddle with no other. And some Country Gentlemen are satisfied with this *round Assertion*, especially when it is accompanied with the *significant Nod* of a Superior. The Word *Staple* signifies and is commonly used to hold out the Commodity for which any Country is famous, and is most used to deal in. Now, I shall suppose, that fifteen Years ago, when we imported all our fine Linen, and made none at all ourselves, when coarse low-priced Linen was our only Staple; if any Man should have affirmed, that because coarse Linen was our Staple, therefore we ought nor to *attempt fine Linen* for Shirting or Table-cloths; would not any Person think that such a one threw away his Words in the Air? If a Set of poor miserable Creatures, through Ignorance or *obstinate Stiffness*, were in use to make Linen at the Rate of two Pence or three Pence a-day Profit, are they to be condemned for ever to be Slaves in this Manner, because it is their Staple? Is it not much better for these poor People to make Goods at a Sixpence *per Day*, and make these Goods their Staple?

In every large Manufacture, there are a great many Branches; those Branches which are most profitable, are to be preferred; and it is a Condemnation of our Fellow-creatures to *perpetual Poverty*, to debar them these Articles. Our Countrymen at present about *Kilmarnock*, *Stirling*, *Alloa*, and several other Parts of the West; about *Galla-shiels*, *Hawick*, and other Parts of the South; in *Aberdeenshire*, and other Parts of the North; and in the three *Lothians*, have been in use, Time out of Mind, to manufacture Woollen Goods; and we have Plenty of *Spinners*, *Weavers*, *Clothiers*, &c. in the Woollen Trade: And as formerly our low-priced Linen was our Staple, and this was never objected against introducing our finer Linens; how, in the Name of Wonder, comes it into Mens Heads to

make this Objection against poor People who deal in the Woollen Manufacture, and who are now in the same Circumstances that the Linen Manufacturers were in fifteen Years ago? But suppose the Inhabitants of a Country, through Ignorance or Necessity, were working, like *blind Men in a Mire*, at Goods which yielded them no more than Bread and Water, and the Product of their Gain tended neither to improve the Lands or the Country; nay, scarce could keep Soul and Body together; what is to be done in this Case? Can we conceive a *Scot's* man's Heart so hard, which, though it sees a Door opened for their further Relief, by which they may not only live, but feel the Sweets of honest Gain, who will shut this Door upon them, from ungrounded Prejudice or Inattention?

In the *next* place, it is affirmed, that if we introduce the Woollen Manufacture, we take Hands from, and hurt the Linen Manufacture. In answer to this, in the Accounts of the Linen Manufactures published and authorised, it is plain, that the Amount of the Produce of the whole Linen Manufacture at the Medium of sixteen Years past, cannot maintain or employ fifty thousand Hands at the Rate of *L. 4* a-head. Now, if we compute a Million of People in *Scotland*, what a ridiculous Assertion is this?

Indeed the Gentlemen who have promoted the Linen Manufacture, and are still carrying it on, wrestling with many Hardships and Discouragements, deserve the Thanks of their Country, and all the Support it can give them. Yet it is *regretted* by many, who have been in *Holland*, *Ireland*, and other Linen Countries, that, unless we can equal them in the *Expertness* of working, the *Cheapness* of Wages, of *Bleaching*, of *original Materials*; unless we have the same *publick Encouragements*, advantageous Methods and Address, and Facility of making, which they are *Masters of*, Things which cannot be obtained in our Situation, nor learned, but by *long Practice* and *Experience*; it is absolutely impossible that the Linen Manufacture can be carried on to very great Extent, or great Profit, in *Scotland*, as will appear more clearly afterwards: And therefore it is to be regretted, there is no Probability that a great many more Hands, than those we have now employed,



ployed, will get Bread in this Manufacture. I do not mention this to discourage our Attempts in the Linen Manufacture, but to show the Necessity of introducing others.

For were there 300,000 of the remaining 950,000 Inhabitants of Scotland to be employed in manufacturing Goods for the Wants and Uses of our own leading Inhabitants, there would not only be still four times more Hands left than needful for the Linen Manufacture, but these 300,000 People thus employed in these Manufactures, which are much more profitable than the Linen, would, in a very little Time, become a more certain and a more beneficial Market for our Linen Manufacture than England is at present. They are, it is true, now not able to buy a Shirt, but often steal to themselves or their Children, and are incapable of buying either the Produce of our Lands, or increasing our Excise. But to what is this owing, but to this pernicious Principle, and the fatal Effects of it? Our Gentlemen now remit their Rents to support the Manufactures, and enrich the Natives of other Countries, when their own People are idle and starving.

Were they to employ, in every County in Scotland, the Inhabitants in such Manufactures as are most proper from the Situation of these Counties, and the Demands of the Inhabitants, there might be in Time 300,000 People raised from Poverty and Idleness to such Circumstances, that they would most certainly consume more Linens for themselves and Families, and be a more certain Market for our Linen Manufacture, than England, and all other Parts, are at present; and, by our not doing so, this Manufacture itself is inconceivably hurt.

This pernicious Principle, formed for the Advantage of England, who give us no Thanks for it, and introduced, as some say, by Politicians, has lost this Nation, within these twenty Years, such an immense Sum, that it is scarce credible to those who do not understand Trade. Our Linen Manufacture has suffered, by want of home Consumpt, more than the Value of Linen we have exported; and, besides, our whole Gentlemen have been made Tools to advance the Riches of England, and have calmly yielded their Necks to the Yoke.

Our



Our Politicians tell us further, "That, if we establish the Woollen Manufacture in Scotland, the English will, in that Case, not buy, or consume, our Linen."

As I have shewn, that the settling of the Woollen and other Manufactures in Scotland would very soon rear up as valuable, and a much more certain Market at home for our Linens, than the English now are; so I hope, if it shall appear, that the English will buy Scots Linen as readily, and to as great Extent, whenever we do so, as they do now, that Politicians will shut their Mouths for the future upon this Subject.

The Foundation of all Trade, Men of Understanding must know, lies in buying, as well as selling, on the most advantageous Terms. Linen-drapers do not buy Linen out of Complaisance and Friendship, as this Objection seems to imply; they know the Nature and Art of Trade too well, to give one Sixth of a Penny more to their own Countrymen for Linen, when they can purchase them from their greatest Enemies so much cheaper: Therefore, were our Country Gentlemen to remit their whole Estates to England for Goods, and never attempt to make one Yard of Woollen Cloth, the English Linen-drapers would not buy one Piece more from Scotland than they do now, unless our Linens were better and cheaper. Upon this Footing, and upon no other, can we expect Sale in England for our Linens: So long as they are so cheap and good, as the English find it their Interest to buy them, they will do it; and the joint Interest of all the Clothiers in England could not move them to buy Scots Linen at a higher Price than they can purchase those of the Irish, Dutch, and other Countries.

Yea, though it were possible for us not only to manufacture Woollen Cloth, so as to answer the Consumpt of our own Natives, but even to rival the English in Exportation, which, I fear, never will happen, yet it is absolutely certain, that, if our Linens are so good and cheap, that the English Linen-drapers find it their Interest to buy them, they will do so; and no Man, in his right Senses, can imagine they ever will buy them upon any other Terms. They now buy several Articles in the Linen Trade from foreign Nations, who rival them in the Wool-  
len

ten Manufacture, against whom they have an *innate Aversion*, and which it is the Interest of *England* to keep low, because *the Traders* in these Articles find it their *private Advantage* to do so. And Men in Trade will ever *act thus*; nor will the Authority of Parliaments, the real Interest of their Country, or even the Bonds of Relation, make them do otherwise. Goods made *perfect and sold cheap*, though made by a Trader's mortal Enemy, will be greedily purchased by him before those made by a Father or Brother, if not equally so: For, if any Trader *acted otherwise*, his Brethren of the same Craft would undersell him, and *so undermine* his Business, and ruin him and his Family.

I take this to be a solid and plain Answer to this political Objection. But, further, I apprehend, that as from the Introduction of the Woollen Manufacture a great and certain Market for our Linen would *be reared up at home*, so this Extent of Consumpt would naturally tend to *low* the Price of our Linens: And, in that Case, we have a *better Chance* for Sale in *England*; and so this very Thing lays a Foundation for a larger Market there, than if we did *not do so*. Every Means which can *lessen the Price* must enlarge the Market; nothing can have *so much Influence* that Way as home Consumption; and, as that will be greatly enlarged by the flourishing of the Woollen Manufacture, so both these Manufactures will be a Market to each other, and can afford to give each other *such Profit* as will tend to make the Manufacturers live, though *they lessen the Price* on Linens exported.

Others tell us, that if we do so, we will disoblige the *English*, by meddling with their darling Manufacture. By disobligeing the *English* if they mean, that we will lose their good Opinion, if so, they are grossly mistaken, if we consider the contemptible Idea which the *English* have of our Country already. How do they look upon the Generality of the Nation as a Set of Mercenaries? How do they condemn us for our Ignorance and Folly, in neglecting the *only honest and true Source of Riches, our Trade and Manufactures*? How do they despise us for our *Poverty, and our Readiness* to accept of Employments and Pensions? Were our Ears open to hear how they enlarge on these things



things amongst themselves, and how they prove *their infamous Assertions*; were we thoroughly sensible how *our Character* is sunk by these means; this could not mis to affect our Gentlemen in the tenderest Manner; nay, it would animate the whole Nation with Spirit to exert themselves in *retrieving the Honour* of their Country. If they mean we will offend the Government, that cannot be: For our doing so must aggrandize the Crown, and enrich the Revenue.

Have not we the *same Privileges* with them as *British Subjects*? Have we not a Right to establish Manufactures? Are we not at full Liberty to exert these? Does not *Poverty and Want, Misery and Necessity*, cry aloud to our Gentlemen to unite together and exert themselves in doing so?

And if we consider, that when *England* is enriched annually by the Woollen Manufacture *so many Millions*, as their Authors say, can we suppose our saving something, by clothing our own Natives in *Scotland*, will at all affect their Trade, or give any *English Clothier* Concern, but five or six Dealers who monopolize this Trade to *Scotland*? This is so arrant a Trifle to them, that they must despise and overlook it. And when we consider the other vast Sums which *England* annually drains from us by our great Mens constantly residing at *London*, by the vast Confluence of our Inhabitants who are continually resorting thither of all Ranks and Stations, by the Remittance of our Taxes, by the Interest of lent Money, which is owing upon Estates in *Scotland* to the English; if we consider what vast Sums they get every Year for that vast and expensive Article of Silks, and every other Thing that is made use of for our Womens Attire; and that our whole Shop-keepers throughout all *Scotland*, are just *so many Agents and Gatherers of Money* for *England*, for *China*, Sugar, and other Grocery Wares, for tanned Leather, for Toys and Baubles, for that expensive Article of hard Ware and Brimingham Goods, for Gold and Silver Plate, Jewels, Watches, &c. for Soap, Moyhair, Gold and Silver Laces, Pewter, Iron Work, and innumerable other Articles: nay, there is scarcely any thing we have use for but we have from *England*, and there is hardly a Shop-keeper in *Scotland* but keeps



keeps a Magazine of their Goods : If we consider how these Men swarm all over the Country, and what vast Sums they collect every Year for England, we must be convinced, nay the English themselves must be so, that the allowing our poor Natives to buy their own Cloaths at home is such an Act of Charity, that it cannot be supposed, when otherwise they are such vast Gainers by us, that they are destitute of so much Compassion as to grudge it: If they should, they are barbarously cruel, and we are in a worse Condition than Ireland, a conquered Country, which is allowed all sorts of Woollen Manufactures, and without the Influence of which upon their Linen it could not have been brought to that Perfection it is now.

Nay, it is undoubtedly the Interest of Britain, that we in Scotland should be as expert in the Woollen Manufacture as they are in England. For, however a Number of Manufacturers in one Part may complain, from private Interest, that those of another Part of Britain are setting up the same Manufacture; yet their doing so must effectually promote the Interest of the Nation in general, and the Revenue of the Crown. The English chiefly depend upon foreign Markets for the Sale of their Cloths and Woollen Goods, as will appear from the Account printed of their foreign Markets; and as they are Masters of that Manufacture, large as it is now, yea, though it were carried on to a greater Extent, they have a very large Market to provide and supply; and had they much greater Numbers of Hands to spare from their other numerous Manufactures, than they have, they have Use for them all in this: So that the Loss of not clothing our own poor Countrymen is not to be mentioned; nor can it be reckoned any at all to them, who have abundance of Consumpt otherwise for all the Cloths they make. But it must be a great Advantage to Britain in general, and especially to the Revenue, if, by this Manufacture, this Country, which is so poor and uncultivated, and yet which is so considerable a Part of Great Britain, can be improv'd; and thereby thousands of People who are idle, and consequently a Burden on the Nation, who are poor, and do not add one Shilling to the Revenue, can be made the Instruments of enriching both. Nothing can be of more Advantage

*tage to Britain, than to have those Parts of it improved, which are wholly desolate; and those Inhabitants employed, who are the most useless and idle.* And indeed, if this or some such general and effectual Remedy be not set on Foot, so as to relieve the sinking Interests of the landed Gentlemen, our Nobility and Gentry must be reduced to such Circumstances, that they will either be an *annual Charge* upon the Crown for Bread, or be pinched for Want: So that it is the Interest of the Crown to prevent an Expence which will every Year be enlarged, as it is evidently the *Advantage of the Revenue*, that so great an Addition be made to the *Excise and other Taxes*, the certain Consequence of this Manufacture taking place in *Scotland*.

Besides, the *Surplus* of all we gain in *Scotland*, by the Employment of our poor Natives in this or any other Manufacture, except what is just necessary to carry on our Labour and Trade, will probably, by *various Channels*, be ever conveyed from us again into *London*, which is the *Seat of Empire and of Trade*. For were it possible for us to hope, that this poor Country should, by a constant and regular Employment of their Inhabitants, *acquire Wealth*; yet this would be constantly poured into *England* by the Trade.

It would be accounted a very narrow Way of thinking, and *highly hurtful* to the *Wealth and Power of the Publick*, to allow that a few Men should monopolize a Trade, and deprive others of it, who, being admitted, would *add vastly* to the *Wealth and Power of the whole Community*. Or should the *County of York* say, by depriving the next Counties of the Woollen Manufacture, the *County of York* would grow immensely rich, and all its Poor would be employed, and they would gain more than *they do now*, when this Manufacture is dispersed into so many Counties; I would ask our Politicians, if this could be esteemed good Reasoning; when the other Counties *could show*, that, by their being admitted to carry on this Manufacture, greater Numbers of *British* Subjects would be maintained and employed, and a greater Wealth acquired annually to the Publick; tho', by its being dispersed amongst more Hands, some *particular Persons* would not reap so great Benefit as when confined to themselves? Yet is it not from



a parallel Way of Reasoning, that some would deprive poor Scotland of the same Advantages in Manufactures which England enjoys, and which is secured to them by the Articles of the Union? For, since that Time, what Difference is it as to the essential Interest of Britain, whether Yorkshire or Northumberland, the Lothians or Aberdeenshire, carry on the Woollen Manufacture? And indeed, the corrupt and contrary Politicks we have *unhappily adopted* in Scotland, has lessened the Commonwealth, and sunk the Grandeur of the Nation. Such *dangerous Politicks* has introduced Jealousies and Misunderstandings betwixt us: And we are so oppressed, that *some are enraged*, and *others are dispirited*. By these our numerous Poor has increased for Want of Trade and Money to employ them, and become a Burden on the Remainder; the Value and Rents of our Lands have fallen, and our Gentlemen are reduced to poorer Circumstances than the Manufacturers in England; and we are become so *weak and dispirited*, as we are not capable to defend ourselves against a foreign Enemy, *were we invaded*. And if Things be not redressed, to what may not *Despair and Poverty* yet reduce us? The whole Community may become again *turbulent and uneasy*, and be ready to embrace any Change to alter their Condition. *God Almighty* prevent these Evils; but I am afraid they will be the Consequences, if we continue to follow such unhappy Maxims in Politicks.

Melancholy Experience has already taught us the *Truth* of these Things in our *late Insurrection*. One, if not the principal Source of which was certainly our Poverty. Men pinched by Necessity, destitute of the Necessaries of Life, whose Circumstances are so *desperate*, that they cannot be made *worse*, who have the Spirit of *Scotsmen*, and cannot be *shackled* from attempting a Change in their dismal Situation; what will not they attempt? We have seen what they have done; what they will do, God only knows, if Bread, and the Necessaries of Life, be not provided them. And, as that only can be done, by promoting Manufacture and Trade amongst them, every Man who opposes this, is an Enemy to the King, a Destroyer and Betrayer of his Interest, and acts against the Peace of his Country.



Having endeavoured to remove the political Objections which *designing or mistaken* Men make against the introducing the Woollen Manufactures into *Scotland*, I hope to make good this Position,

*That, in the present deplorable Condition of the landed Interest, and of Scotland, the most effectual, universal and proper Remedy, is the introducing and establishing the Woollen Manufacture.*

In the *first* place, all other Remedies which hitherto have been proposed, have been, and must prove *abortive*. When we consider of *proper Means* to save a Nation sunk in Poverty, we must take care what we are about; the Mean must be correspondent to the End. *Manufactures*, all Parties are agreed upon, as they are the only Source of Riches, so they are the only Mean of our Recovery.

The Gentlemen who oppose the Woollen Manufacture, agree to a Man upon this Head. But they tell us, that the Manufacture proper to save us, is that of the Linen. *They tell us, the Linen-trade cannot be overstocked; that it is of universal Use; will employ all our idle Hands; and that it is our Interest only to promote it, as the only Manufacture whereby we can employ our Poor, and save our Country.* I shall have occasion to clear up some Things upon this Head as I go along. I shall only here observe, that I am afraid, upon an impartial Scrutiny, it shall be found, that all our Efforts this Way signify no more as to a proper and sufficient Remedy, than an Attempt to rear up a *decayed Building*, whose Foundations are sapped, and tottering into Ruin, by repairing and supporting one of the Jams. It is true, those are truly repairing the Edifice, who are thus employed: But the most positive Assertions of an Architect of the greatest Reputation, will not make a Man of common Sense believe, that, tho' he should work at this Jam for ever, without bestowing equal Pains on all the other Parts, he will ever accomplish his Design. It may be that some, who will not take the Trouble to inspect this tottering Building, or, from Indolence, look no further than the Part that is repairing, will believe him: But none who open their Eyes, and view every Part of the Ruin, but must see the *Mean* impossible to accomplish

plish the End. It is of the highest Importance for the Nation to look into this Matter.

For if any Man, or any Set of Men, adopt a Maxim which they intend for the Benefit of the Country, and, in that View, propagate it, till the Inhabitants are fixed in it; if, upon a cool and impartial Inquiry, this Maxim they have so zealously promoted be found to hurt and prejudice the Country, to keep them in Poverty and Bondage, and especially to prevent their using any other Relief; and more especially that Relief which of all others is the most effectual; these Gentlemen, from an impartial Regard to their Country's Interest, must approve of this Inquiry. And, as a certain Author, who has been a Champion in this Cause, remarks, *Nothing cures and allays Party Rage and Frenzy more, or more effectually defeats the disguised Projects of self-designing Faction, than the tender Care and Concern of the Publick to encourage the Trade and Manufactures of the Nation*; which Care ought to be adapted to our Manufactures, in proportion to their Importance and Value to the Country; and which, without a fair Scrutiny, cannot possibly be discovered.

And in order to lay a solid Foundation, and to put this important Matter in an impartial Light, we shall first lay down the essential Characteristicks or Marks of a beneficial Manufacture, and apply these to the Woollen Manufacture; by which the Reader may judge, if it ought not to be the chief Object of our Attention, and how far this unhappy Country hath been misled, by endeavouring to intoxicate the Inhabitants with this Notion, *That it is not our Interest to meddle in the Woollen Manufacture, but as Linen is our Staple, that and that only we ought to prosecute.*

1<sup>st</sup>, Those Manufactures are the most beneficial which employ the greatest Number of People, and those People to the greatest Profit and Advantage;

2<sup>dly</sup>, Whose Materials are the natural Product of the Country;

3<sup>dly</sup>, And for which we have the best and surest Market;

4<sup>thly</sup>, Which yields such Profits as may be a sufficient Temptation to those who are engaged in destructive Trades, to abandon the one, and imbark in the other;

5<sup>thly</sup>, Whose Goods, when manufactured, can, without



out Loss of Time, or Interest of Money, be immediately sold off;

6thly, Which is the Mother and Cherisher of all other Manufactures where it is settled;

7thly, Which Nature and Providence, by the Situation of the Country, has pointed out to the Inhabitants, and put in their Power.

And here, in order to give the Reader a View of this immense Treasure of Riches, to give Light to the Positions I lay down, and to prove that all those Characteristicks belong to the Woollen Manufacture, I refer him to the following Account of the *Countries and Parts* to which the *English* Woollen Manufactures are exported, taken from one of their late and correct Writers; which must, at one Thought, shew, if he adds to the Account likewise the home Consumption, that the Produce of foreign and home Consumpt joined must be such an inconceivable Sum as is scarce credible.

“ *Countries and Places to which the English Woollen Manufactures of Broad Cloths, &c. are chiefly exported; and at what Markets sold,*

“ By the *Turkey Company*, to

“ *Constantinople*, sold there, and the Consumption there.

“ *Smyrna and Scanderoon*, carried from thence to *Aleppo*, and sold there to the *Armenian and Georgian* Merchants for Raw-silks, Galls and Drugs, and by them carried to *Ispahan in Persia*, and sold there.

“ *Alexandria*, and carried from thence to *Grand Cairo*, and sold there; then carried from thence by the *Arabian Turks* to *Suez on the Red Sea*, and carried down to *Jeddo, Medina, and Mecca in Arabia*.

“ By the *East-India Company*, to

“ *Gamberoon in the Gulph of Persia*, and sold there to the *Persian Merchants*, who carry them from thence to *Ispahan in Persia*.

“ *Aghra*, the Capital of the *Great Mogul's Country*, by the Way of *Surat*; also a small Quantity to *China*, chiefly dyed black.

“ By the ordinary Merchants, to

“ *ITALY*, viz, to *Leghorn*, from whence several *English*



“ *fish* Merchants ship them again for *Turkey*; — *Genoa*,  
 “ from thence they are carried into *Piedmont*, *Milan*,  
 “ and all *Lombardy*; — *Venice*, for the same Trade up  
 “ into *Austria*, *Stiria*, *Carniola* and *Croatia*; — and *Mess-*  
 “ *sina*, where there is an annual Fair for those Goods in  
 “ particular: — With great Quantities of *Druggets*, *Ser-*  
 “ *ges*, *Long-ells*, *Stuffs*, &c. to *Leghorn*, *Naples*, *Mess-*  
 “ *sina*, *Genoa*, *Venice*, for their own Consumption, in *I-*  
 “ *taly* and *Sicily*, the *Duchies* of *Milan*, *Mantua*, and all  
 “ on that Side the *Alps*; as also to *Turin*, and all the  
 “ County of *Piedmont* and *Savoy*.

“ *PORTUGAL*, viz. to *Lisbon*, *Oporto*, and *Figuera*. From  
 “ the two first, a prodigious Quantity of *English* Goods  
 “ are exported again to the *Brazils*, and also to *Goa* in the  
 “ *East-Indies*.

“ *SPAIN*, viz. to *Cadiz*, for the loading the *Galleons*,  
 “ which lie there twice a-year, and carry a very great  
 “ Quantity of all sorts of *Woollen* Goods to the *Spanish*  
 “ *West-Indies*, and the Quantity is supposed to amount to  
 “ above the Value of *L. 300,000* yearly; and to *Sevil*,  
 “ *Malaga*, *Cartagena*, *Alicant*, *Barcelona*, *Corunna*, *Vi-*  
 “ *go*, *Bilboa*, and *Fanterabia*; almost all *Spain* being princi-  
 “ pally clothed with the *British* *Woollen* Manufactures, e-  
 “ specially fine *Spanish* medly Cloths, *Druggets*, *Stuffs*,  
 “ *Serges*, *Long-ells*, *Perpetuanas*, *Double Bayes*, *Sayes*,  
 “ *Hats*, and *Hose*.

“ *FRANCE*, pretending to imitate, or rather counter-  
 “ feit our *Woollen* Manufactures, desires rather to have  
 “ our *Wool*, and receive but small Quantities of our  
 “ *Woollen* Manufactures, because the Prohibitions of  
 “ Trade remain between the Nations, with regard to the  
 “ unwrought *Wool* of *Great Britain* and *Ireland*.

“ *HOLLAND*. The *Dutch* take from *Great Britain*, as  
 “ some have said, who have calculated it most exactly, a-  
 “ bove two Millions *Sterling* yearly in *Woollen* Manufa-  
 “ cture only, besides other Goods, which are not only  
 “ consumed in their own Dominions, but are carried by  
 “ them up the *Maes* into *France*, *Flanders*, *Lorrain*, *Ger-*  
 “ *many*, and up the *Rhine*, the *Moselle* and *Saar*, into  
 “ all the Countries between those Rivers, as far as into  
 “ *Switzerland*; and again by the *Danube* into *Suabia*, *Ba-*  
 “ *varia*

“ *varia* and *Austria*, as far as *Ausburgh*, *Munich* and *Vien-*  
 “ *na*: also by the Rivers *Main* and *Neckar* to *Frankfort*  
 “ on the *Main*, supplying the great Mart there, and; by  
 “ that Means, all the Country of *Wurtzburgh*, *Bamberg*,  
 “ and the great Circle of *Franconia*; and to *Heidelburgh*  
 “ on the *Neckar*, and by that means to the Cities of *Nu-*  
 “ *remberg* and *Norlinghen*, and the *Upper Palatinate*: in  
 “ all which Countries are sold very great Quantities of *Brit-*  
 “ *ish* Woollen Manufactures of all sorts:

“ **HAMBURGH.** In like manner the *Hamburghers*, who  
 “ have what was once called the Staple of Woollen Cloth  
 “ settled among them, supply all the Circles of the *Lower*  
 “ *Saxony*, and of *Westphalia*, with Woollen Cloths and o-  
 “ ther Manufactures of *England*; also they send them up  
 “ the *Elb*, to the great Fair at *Leipsick*; from whence  
 “ the *German* Merchants buying them, carry them up into  
 “ *Silesia*, *Lusatia*, and *Bohemia*, as far as *Prague*; also up  
 “ the River *Sprea* into *Brandenburgh*, to *Berlin*, and even  
 “ to the Frontiers of *Poland*.

“ **BREMEN.** The *Bremers* do the like, by the Help of  
 “ the River *Wefer*, by which they vend the Woollen Ma-  
 “ nufactures of *Great Britain*, into the Country of *Mun-*  
 “ *ster*, and *Brunswick*, and all the Dominions of *Hanover*,  
 “ *Zell*, *Lunenburgh*, and the Countries adjacent.

“ **NORWAY**, viz. to *Bergen*, *Christiana*, *Drammen*,  
 “ *Drontheim*, and all the Ports of that Kingdom. From  
 “ the *Malstrand* in the *East-Sea* to *Drontheim*, the People  
 “ are chiefly clothed with *English* Goods.

“ **SWEDEN.** The principal Ports now left, are, *Stock-*  
 “ *holm* and *Gottenburgh*. From these two Ports the whole  
 “ Kingdom of *Sweden* is served with *British* Goods, espe-  
 “ cially the Woollen Manufacture; which is the general  
 “ Cloathing of all the People, except the *Laps* and *Boors*,  
 “ who clothe with a coarser Stuff of their own making, or  
 “ with Skins of Beasts.—*N. B.* Our Export to those Parts  
 “ is very considerable, though lessened by the late War,  
 “ and the unhappy Poverty of the *Swedes*.

“ **THE GERMAN SHORE of the BALTICK.** In which  
 “ are, *Copenhagen*, *Lubeck*, *Wisnar*, *Rostock*, *Straelsund*,  
 “ *Stettin*, *Koningsberg*, and *Dantzick*. In all which Ports  
 “ great Quantities of the *English* Woollen Manufactures  
 “ are

“ are imported, and are the Cloathing of the principal Inhabitants of the said Cities, and of the Countries adjacent.—*N. B.* They are likewise carried by the Rivers into remoter Countries on that Side also, as by the *Oder* and the *Wurta* from *Stettin* into *Poland*; also in the Emperor’s hereditary Countries, as high as *Breslau* and the *Upper Glogaw* in *Silesia*; and by the *Vistula*, from *Dantzick* to *Elbing*, *Marienburg*, and *Thorn*, to *Warsaw*, and even to *Cracow* in the Heart of *Poland*. In all which Countries, the Nobility, Gentry, and principal Burghers are clothed with *English* Cloth, Druggets, Serges, Stuffs, &c. and consume a very great Quantity.

“ The *Czar* of *Muscovy*’s Dominions, viz. *Archangel*, *Wybourg*, *Petersburgh*, *Riga*, *Revel*, and *Narva*. The great Quantity of *British* Goods exported to all these Ports and Places, will be judged by this, that the late *Czar* himself, and all his Court, with all the chief of his People, from *Petersburgh* to *Moscow*, and down to *Astracan*, have entered now within these few Years into the general Use of the *English* Manufactures, and are all clothed with them, to the infinite Increase of our Trade thither; So that, whereas, in the Year 1676, or thereabouts, that whole Trade was carried on to *Archangel* only, and not more than six Ships a-year, at most, went from *England* to that Port, and not above 100 or 200 Pieces of Cloth a-year, we now send to *Petersburgh*, and other *Muscovite* Ports, 150 Sail yearly, and above 30,000 Pieces of Cloth, broad and narrow, Druggets, Stuffs, and other sorts of our Woollen Manufactures; the Trade also daily increasing.”

There must be added to this Account of the foreign Consumpt of the Woollen Manufacture of *England*, their Consumpt at home; which cannot be computed to amount to less, if we eye either the *Number of Inhabitants*, or the *Nature* of the Goods, and its various Branches, than thirty Millions, computing nine Million of Inhabitants, at little more than *L. 3* over-head, Men and Women, for all sorts of Apparel of Woollen. This will be found a modest enough Computation. And when the Reader casts his Eye upon the Account as to the foreign Consumpt, he must think forty Millions within Bounds; so that their Staple  
F produces



produces them seventy Millions of Money a-year, if not more. This makes it plain as Day-light, that if we come as near the *English* in several of the most considerable and most profitable Branches of the Woollen Manufacture just now, as we came near the *Dutch* and *Irish* fifteen Years ago in that of the Linen; if it is as possible for us to equal them in this, as it was to rival the *Dutch* and *Irish* in the other: if this be the Case, as will be proved, will any *Scotfman*, but he that is *hoodwinked*, refuse, that an Attempt in this is worthy of the Attention, and demands the unanimous Support of every Soul that loves his Country? And, to strengthen us in these Sentiments, let us now apply those essential Marks of the most beneficial Manufacture to that of the Woollen, as we proposed.

1<sup>st</sup>, Those Manufactures are the most beneficial which employ the greatest Number of People, and those People to the greatest Profit and Advantage. The greatest Opposers of the Woollen Manufacture own, that, in *Britain*, we cannot employ so many Hands in the Linen as in the Woollen. *Vid. Interest of Scotland considered*, p. 144. That the Woollen Manufacture, if we can but introduce it, would easily employ all the Hands in the Country, is certain, and is allowed. If any should dispute it, let them but look into the many Millions of Hands employed in it in *England*, and their Eyes and Senses will convince them. The innumerable Branches, the various Hands every one of those Branches employ, the prodigious Consumpt, and every Part of the Manufacture, proves this. And Creatures, that, through *Age* or *Infirmity*, are useless in other Manufactures, here may find Employment. No Manufacture in the World can compete with the Woollen in this respect: So that they who introduce this, lay a solid Foundation for the Employment of all our People, tho' they were much more numerous. The Case is not so with the Linen. And those who have roundly asserted, that it was sufficient to employ all our People, have not considered this Matter thoroughly. It is morally impossible for us to manufacture any great Quantity of Linen beyond what will serve our own Consumpt, *unless we can make Linens as cheap as the Irish, Dutch and Germans, so as when they come to the Market Merchants may find it their Interest to buy*

buy them. That we are not upon a par with them, the Gentlemen concerned in the Linen Trade must acknowledge. The forementioned, and other Authors, own a vast Difference, that we are not equally expert in several Branches of this Manufacture, as well as in bleaching; nay the very original Materials themselves we have not so good, nor can command so cheap; nor have we the same publick Encouragements, &c. Some of these we cannot obtain in our present Situation, and others we cannot arrive at without Loss, and long Practice. In the mean time it is self-evident, unless we can make as cheap, and as good, we cannot *sell*; and here our Market is confined, and must stop. To say it is the Interest of *England*, to buy our Linens, tho' they were dearer, may be true in this Sense, that as we are a Part of themselves, what improves our Country, enriches them: But, when we look into this, in the Sense of the Asserters, we find it pure Amusement, and misleading the Understanding. For let us suppose, that the *English* followed the forementioned generous Author's Advice, and set up Linen Manufactures in *Northumberland, Cumberland, and Lancashire*, *Vide p. 143.* of his Book; if they could not make, and consequently sell the Linens as cheap, at the *London* Market, as the *Dutch, Irish, or Germans*, their own Countrymen would not buy a Piece of their Goods. The Foundation of all Sale is Perfection, and Cheapness of Goods: *This is the Channel of Trade, unalterable and immoveable, as Gain is the Aim of Traders.* Nor can the Authority of the King or the Parliament alter this any other Way, than by putting such a Tax upon all foreign Linen, as to make our Linens equally cheap with them at the Market. Our Members of Parliament know this cannot be done: For as neither the *Irish* nor *British* can serve the *London* and other Markets; so the Proportion which is sent there by them, when compared to the vast Demand, is computed to a Trifle. Were the Parliament therefore to lay such a Tax upon foreign Linens, as vast Quantities of these are exported, they would hurt one of the most valuable Branches of the *English* Trade, and lose themselves vast Sums, in order to save us a Trifle: A Thing utterly inconsistent with the Interest of *Great Britain*. Nay, to any Man who considers the universal Trade,



and consequently the Interest of *England*, it will appear, that rather than do this, which hurts both, it were better the Parliament and People of *England* should join Issue in settling the Woollen Manufacture in *Scotland*, and grant us certain Privileges and Immunities, in order to cherish it in its Infancy. And in our Situation we may as well expect the one as the other. There is another Bar, equally immoveable, as to the enlarging of our Market; and that is, the joint Interest of all the Merchants in *England* who are Exporters; of whom Mr. King asserts there are at least two thirds as many as in all the rest of *Europe* put together: A Bar as impossible to remove as overturn a Mountain. They export vast Quantities of Woollen and other Goods, as may be seen from the foregoing Account. These they sell at great Advantage, and import Linens in Return. It is their Interest therefore to enlarge the Market for foreign Linens, as that opens a large Vent for their own Manufactures, by which they reap two Profits; one upon the Goods exported, and another upon the Linens imported. So that, in this Situation, is it not plain, that our Market is circumscribed by Bounds, which nothing but absolute Power can remove? If so, how can any Man assert, that here is Employment for all our idle Hands, *when it is not so*, but we are so confined, that it is impossible for us to employ one third of our idle Hands in the Linen? That Book called *The Interest of Scotland considered*, in this Case is in Truth the Interest of *England* considered. This generous Author, who finds not the least Qualm in his Breast, to compliment at once the *English* with the Woollen Manufacture, is not satisfied with paying them this Homage and Worship; but, lest he had failed in his Duty, he likewise advises them to set up the Linen in no less than four Counties in *England*. He confines his own Countrymen to the Linen, and he compliments the *English* with both Linen and Woollen. Whether here the Interest of *England* or *Scotland* is most considered, the Reader will judge. And such Politicks in Trade indeed land in the Ruin and Slavery of Men, tend to turn them desperate, makes them fly their Country, to continue and carry on the most destructive Trades, and tear it in pieces, when they see themselves debarred from  
profitable



profitable Trade, and confined to do nothing at all, or Impossibilities. For we can have no solid Foundation for expecting Employment for many more Hands in the Linen Trade, than there is employed at present. The saving of our own Consumpt as to Linen, which, by the Management of the Honourable Trustees, has been brought about within these few Years, is such an Obligation as merits the grateful Sense of the whole Country. This is very considerable. For to reckon but 150,000 People in *Scotland* which buy their own Linen, this, at only eighteen Shillings a-head, amounts to L. 135,000: And it is allowed, that all the Linen, which, upon a Medium of fifteen Years past, is made for Sale, does not amount to L. 200,000. If we continue to make as many, it would be lucky for us. However, to extend our Market very far, so as thereby to give us reason to think we can employ all our Hands in the Linen Manufacture, is absolutely impossible; and those who would confine them to the Linen Manufacture, in Truth condemn them to Idleness and Poverty. But, in the *next* place,

The Woollen Manufacture not only employs the greatest Number of Hands, but those Hands are employed to the greatest Advantage both to themselves and the Country. The Difference betwixt us and *England* does not lie *more*, in that a great many of our People are *idle*, while all theirs are *employed*, than in this, that those of our People who are really employed, and are busy, are truly doing nothing in comparison. We slave for *Bread and Water*, and toil to keep *Soul and Body together*; they work, and eat Beef and Pudding; and not only keep their Bodies in good Plight, but lay up for a Family, and turn rich. We struggle, but cannot break the Chains of our Poverty: This dispirits us. We then turn desperate, and either fly abroad, or chuse to take Sixpence a-day, and lie idle in his Majesty's Service; or slave for Sixpence at Work, with the Burden of a Family. The *English*, upon the other hand, feel the *Sweets* of Gain, the only Spur of Industry; and go on with Vigour and Courage. What is the Cause of this? Why, plainly this, they possess all those Manufactures which produce the greatest Gain; we are debarred of them. That the Woollen Manufacture is incomparably

comparably more profitable and gainful than the Linen; the greatest Opposers of it must own. If we consider, that it employs more *distinct Artists* than any other Manufacture, and that every one of these has a *distinct Profit*, this must be self-evident. The few of them that I can recollect are as follows: *Wool-merchants, Wool Staplers or Sorters, Teasers, Combers, Carders, Spinners, Weavers, Fullers, Clothiers, Dyers, Finishers, &c.* all and each of these, and many more it employs, and affords each of them good Profit, and good Living. And there is no Maxim more certain than this, That the more Hands, and those distinct from one another in different Branches, that any Manufacture employs, the greater Advantage is that Manufacture to the Country; especially if those Hands are each of them considerable Gainers. But further, when the Clothiers have brought their Cloth to the Market, they generally sell them to those of the same Craft, who are of considerable Stocks, at the rate of 8 or 10 *per cent.* They again send them to *Blackwell-hall*, or other Factors, to dispose of them at *London*. Those Factors, considering their Methods of Dealing, have 5 *per cent.* They again sell out to the Woollen-draper, for their Employers, at 10 *per cent.* more: The Woollen-draper sell to the Country Shop-keepers in *Scotland* and *England* at other 10 *per cent.*; and they sell out to the Gentlemen at 15 or 20 *per cent.* The Woollen Trade runs often in this Channel, by which the great Profits it affords may be discovered. Sometimes it does not. The Computations will sometimes hold to the uttermost, at other times they will not. But, suppose we should deduce 3 *per cent.* from each of the Hands, there still remains a Profit of above 40 *per cent.*

And the Trial which the Gentlemen concerned in this Attempt have made, proves the vast Profits which is to be made of this Article; for the Clothiers are willing to deliver them in superfine Cloths of *Spanish Wool*, so as that they can afford them with good Profit at 15 *s. 6 d. per Yard*. How much this is below the common Rate, every body knows. The Dealers in Linen will own, that the utmost that they can make is 8 or 10 *per cent.* if they can arrive that Length: So that we may infallibly conclude, that the Profits of the Linen, in a national Sense, bear



bear no more Proportion to the Woollen, than one to four. If this be the Case, 100,000 Hands employed in the one, will gain as much as four times that Number in the other.

2dly, Those Manufactures are the most beneficial whose Materials are the natural Product of the Country. The natural Product of this Country is Wool; a Product which we have misapplied and thrown away, in such a Manner, as reflects upon the very *common Sense* of our Countrymen; by which silly Conduct, we have been made the *Dupes* and the *Ridicule* of our Neighbours. A poor *Scots* Laird thinks himself happy, if he can get his Wool sold at any Rate, and gives it away for a Trifle; and we think it a Favour, if *England* takes our Wool at any Price. But this is owing to the deplorable Ignorance or obstinate Inattention of the landed Gentlemen of their own Interest in this Matter. Therefore, in order to make them believe what I am going to assert, and to state it in a true Light to them, it will be necessary to support it by Authority.

And Mr. *Dobbs*, in his Essay on the Trade and Improvement of *Ireland*, a Book which every Man that understands *these*, must pay the greatest Regard to, says, p. 60. "That a Stone of Wool manufactured without dying, is "at least worth L. 3, 10 s." So that the Profit which the *English* reaps upon every Stone of our Wool, is above L. 3. And if we shall suppose the *English* get from us one hundred and fifty thousand Stone in a Year, at six or seven Shillings the Stone, according to his Computation, they gain annually this Way, L. 450,000; that is to say, we poor thoughtless Mortals deprive ourselves of this Sum, which we could gain by manufacturing so much Wool, and compliment them with it. That this is so much real Advantage they gain off us, is certain; yet, though the thing be evident, in order to fix it upon the Minds of our Gentlemen, I shall transcribe the whole Passage. Mr. *Dobbs* says, "A Stone of Wool without dying, is, at "least, worth L. 3, 10 s. And as the *Irish* send over "two hundred and twenty seven thousand Stone, that they "gain by *Irish* Wool L. 678,573; which he charges up- "on the Account of the Trade betwixt *England* and *Ireland*. And he adds, This is the lowest Computation "can



“ can be made upon their Profit by our Wool: For, as it  
 “ is computed by others, it rises considerably higher; as  
 “ thus. A Pound of Wool in *England* is valued at 1 s.  
 “ and our Wool and Yarn being of the best sort may be  
 “ worth 1 s. 2 d. *Irish* at least. Now, Mr. King’s Com-  
 “ putation is, That the Wool is the fourth of the Value  
 “ of it when manufactured; if so, a Stone of Wool manu-  
 “ factured is worth L. 3, 14 s. 8 d; and the Profit from  
 “ *Ireland* to *England* would then amount to L. 730,340,  
 “ 19 s.” Another ingenious Gentleman, who wrote upon  
 the Trade of *Ireland* in 1687, says, “ L. 3 Sterling worth  
 “ of Wool and Oil, when manufactured into white Cloths,  
 “ is worth L. 13. At this Rate the Gain of *Britain* upon  
 “ our Wool, computing such as we send worth 1 s. 2 d.  
 “ *Irish* there, would be L. 916,710, 6 s. 9 d. This Com-  
 “ putation being made of white Cloths, as sold in *Eng-*  
 “ *land* before they are dyed and exported, the Profit  
 “ upon Exportation after dying is to be added; which if I  
 “ should say amounts to one half more, I believe I would  
 “ be within the Truth: So that the Computation I have  
 “ given, is very much within Bounds.”

The greatest Part of the Lands of *Scotland* are for  
 Sheep-pasture; how deeply the Proprietors of those Lands  
 are concerned in introducing the Woollen Manufacture, is  
 from this evident, nay could be demonstrated, that, were  
 they to sink 20 per cent. of the Rent of their Estates, in  
 order to introduce and establish the Woollen Manufacture,  
 they would act a Part highly for their Interest. And yet  
 so surprisingly stupid are those Men, that even those of  
 them who love Money, and grip it fast, will scarcely be  
 persuaded to venture L. 10 in this Attempt. These Men  
 deserve to lie in their own Mire, and in all human Proba-  
 bility will; for they seem to have no Inclination to help  
 themselves, and few care whether they sink or not.

3dly, Those Manufactures are the most beneficial for  
 which we have the best and surest Market.

The best and surest Market is the Consumpt of our own  
 Natives and Inhabitants. Every one *Native* in *Scotland* is  
 a Market to the Woollen Manufactures in *England*, except-  
 ing a very few, who have Courage enough to love their  
 Country. Would we love *Scotland* as well as we love

*Eng.*

*England*, which I hope we may in Time do, and consequently provide ourselves in all sorts of Cloth and other Woollen Goods at home; If we can be brought to do this, which, one would imagine, we would all unite in; here we have a certain sure Market for our Goods; for which we have no Dependence upon the *Caprice* and *political Views* of others; a Market which is of vast Value to *England* every Year, and an equal Loss to us. This very Thing could the *Patriots* for the Woollen Manufacture bring about, as far as *those* for the Linen have done; and those Gentlemen, to do them due Honour, had equal Difficulties to struggle with; I say, could they do this, though we extended our Views no further, it would yield four times greater Advantage than the other, improve the Lands, and enrich the Country, in a Way scarce credible till a Trial is made. But our Market in the Woollen Manufacture is not confined to home. The foregoing Account proves what an extended *foreign Market* we have to look to, inasmuch that almost the whole World are *our Purchasers*; and, even at present, there are some of our Articles in the Woollen Way exported, to greater Advantage than any Articles of the Linen. And had the same Encouragements been applied to the Woollen, as has been done to the *Linen*; had our Gentlemen impartially considered their own Interests, and exerted themselves as much in the *one*, as they have done in the *other*, we might have ere now been so cherished, and trained up, and experienced, as to have been capable of rivaling the *English* at foreign Markets. *If so, what an Inlet of Riches would this have been to this Country?* How happy would we have been had we acted thus, like Men who were not to learn their *Interest* from *Politicians* or *their Abettors*, but who considered Things with their own Eyes? How miserable and wretched are we now, in being made their Tools? And what dismal Effects to this wretched Country, has this occasioned in so much? For,

4thly, Those Manufactures, of all others, are the most beneficial, which can yield such Profits as may be a sufficient Temptation to those who are engaged in Trades destructive to their Country, to abandon the one, and embark in the other.

Self-interest is the Principle that governs all Men. Take hold of Men here, you have them; attempt to persuade them contrary to this, you but *beat the Air*, and fight with your Shadow. What is the Reason, that, in the few Traders we have in *Scotland*, all of them almost are engaged in pulling their Country to pieces? The Reason is, They find their Account in it; the Goods they deal in, yield them 20 or 30 *per cent.* And so long as they can buy Goods from *England, Holland, France, &c.* upon long Credit, and sell thus to the Gentlemen, and the Gentlemen continue to be Dupes to them, and are tamely led by them, *as so many Oxen to the Slaughter*, of their Estates at least, and *Fools to the Correction of the Stocks*; how can ever this Channel of Trade be altered? Will all the Rhetorick and Persuasion of an Angel make Men believe who can tell Money, that 8 *per cent.* is equal to 20 or 30 *per cent.*? No more will they ever persuade our Shop-keepers and Smugglers, who deal in Goods for which they remit the Rents of the Lands to other Countries, and gain 20 or 30 *per cent.* for doing so, to refrain this beneficial Trade, and engage in the Linen Manufacture. We may as well propose to create Men anew. The only way to do it is, to make it their Interest to refrain those Trades, by our first giving them no Consumpt; and, in the next place, by opening up the Woollen Manufacture, which yields them, as before mentioned, sufficient Profits, to tempt them to engage their Stocks in it. And, in order to secure them in Success, our Gentlemen ought to confine their Consumpt here. This, and nothing else, will be a sufficient Remedy to prevent the destructive Trades justly so much complained of. And if our Gentlemen will not apply it, Traders will laugh at them, and let them go on to their Ruin; for the Gentlemens Interest is here alone concerned: And if they will not mind it, no other body will. The Woollen Manufacture, were it introduced, would not only afford handsome Employment to the best of our Gentlemens Sons, and prevent them from becoming the Riches of every other Country but their own; but the Profits are such, as the most greedy of Gain, even Smugglers, may be tempted thereby. *5thly*, Those Manufactures are the most beneficial, especially



pecially to an impoverished Nation, whose Goods can, without Loss of Time, or Interest of Money, be immediately sold off. Where a Nation is impoverished, and their Stock is small, a Manufacture of this kind is peculiarly adapted to it. It is an universal Complaint of the Gentlemen concerned in the Linen Manufacture, that they are obliged to have a dead Stock by them, long before they can possibly dispose of it: So that they are often twelve, some eighteen Months, out of their Money, occasioned by several Incidents peculiar to that Trade, especially as to bleaching. Now, a Stock employed in a Trade where there is no such Obstruction, but in which, the Moment the Goods are made, you can bring them to the Market; a Man concerned can gain twice as much upon the same Stock, in the one as in the other. This is a Difference betwixt the Linen and Woollen Manufacture worthy of our Attention. In the Linen Manufacture, those that are concerned in it, are often obliged to lose the Interest of their Stock for a Year, and have it lying dead. In the Woollen Manufacture it is quite otherwise; They have no Occasion to wait upon bleaching; whenever fifteen Yards of the Cloth are made, they can cut it out of the Loom, and have an immediate Market for it. So that, by a fair Consequence, a Stock employed in the one, can be returned in half as little time as the other, and consequently you will double the Advantage.

6thly, That Manufacture is the most beneficial, which is the Mother of all other Manufactures, where it is settled. This Mark can only be applied to the Woollen Manufacture: It is the River that feeds all the other Manufactures in *England*. The innumerable Branches it consists of; the vast Number of Hands it employs; the great Profits it affords; and the innumerable other Trades it supports, and gives Employment to, is a Proof of this. It is a Spring of Riches, not only to the landed Interest, whose Uses and Wants, as they are the Support of all our other Manufactures, these it not only enlarges, and affords Money to pay for; but further, it naturally tends to rear up a valuable Market for all our other home Manufactures, as the Gain and Profit of every Individual concerned in the Woollen Manufacture, enables them to become a Mar-

ket to all our other Manufactures. And we have a *visible* Proof of the Truth of this: For is there a Country where the Woollen Manufacture is established, where most of all Manufactures do not flourish? They follow this as a Shadow does the Body; and in those Countries where the Woollen Manufacture flourishes, every other Manufacture gets a Footing: And by consequence, by introducing it into *Scotland*, we will do more to secure and enlarge the Linen Manufacture, than any other way.

7thly, That Manufacture is most beneficial and peculiarly fitted for the Recovery of a Nation sunk in Poverty, which Nature and Providence, by its Situation, has pointed out to the Inhabitants, and put in their Power. The *Irish* some time ago were perfectly unacquainted with the Woollen Manufacture; but, by their Connexion with *Britain*, and the Opportunities thereby afforded them, to look into and to learn it, they found no Difficulty to understand the Manufacture themselves; and, where they failed, to procure Workmen from *England* to set it on Foot in *Ireland*. They knew the Importance of the Attempt, saw it worthy of their utmost Efforts, and were not discouraged with trifling Difficulties. They immediately became Masters of it, so as not only to supply their own Consumpt, but likewise to rival the *English* at foreign Markets.

The *English*, jealous of this, laid an Imbargo upon them; by which they are debarred all Exportation of Woollen Goods; By which means they themselves possess the sole Advantage of foreign Markets.

As for us, we are in a much better Situation, and next *England* itself. We have it in our Power to be possessed of the Woollen Manufacture. The original Materials, which is Wool, is the natural Product of the Country. This our Country abounds in. That Wool, our Gentlemen, if they will but move their Hands out of their Bosoms, and attempt it, they can easily learn the Method of curing and managing, so as to make it far better, and much more valuable. It would not cost a whole County above L. 20 or L. 30 a-year, to get a right Hand from *England*, so as to make their Storemasters and Tenants fully Masters of this valuable Art.

As to the Manufacture itself, it has for Years past drawn nearer

nearer and nearer our Borders; so that now it is in a Manner come next Door to us, having reached *Newcastle*, and other Places near us: So that, without any other Obstructions, than that of bestowing a little Pains, we can be fully Masters of the whole Art; in which there is no *Mystery*, but that any Person of an ordinary Genius may fully comprehend. But the Case is, we cry out, There is a Lion in the Way, when there is none. If a Manufacture was set up, and carried on to Advantage and Perfection, in one Town or Place, where is the Difficulty, in the Inhabitants of another Town, possessed of the same Advantages as to original Materials, &c. and within a few Miles, to attempt, and be equally expert in the same? Where is the Difficulty of doing so? Have they not immediate Access to *know* it, and to *procure Workmen* to set them aright? It is true, if those People who are Traders, and Inhabitants of that Place, are all *involved in Trades* which makes it their Interest to oppose such an Attempt, they will never give ear to such a Design; but Self-interest will oblige them to oppose it with all their Vigour. And to pretend any Assistance from them, is to build a Castle in the Air. Hence arises the Necessity of some to stand up, and break down this Opposition.

The landed Gentlemen, in whose Hands, as has been proved, lies the *Balance of Trade*, whose Consumpt is its only Support, and which Consumpt they can turn which way they please, they can, without any Difficulty, accomplish this. How much it is their Interest to do so, has been largely insisted on. The *inconceivable Advantages* they will hereby procure to themselves and the Country, is likewise apparent from what has been said with regard to this Manufacture. If they will not unanimously concur in introducing it, it must stop for ever. And here, if any of those Gentlemen are reading this, I would beg him to consider, whether this be Truth or not; because the common Cant of such is, Let Merchants make *Scots Cloth*; let them set up Woollen Manufactures; what have Gentlemen to do with it? Whereas the Gentlemen, by doing so, advance their own Interest, the others destroy it. If they do concur, and make an Effort, all Difficulties will fly away as *Shadows* before the Sun; For what are the Difficulties



difficulties which they who have *mised* the Nation have reared up against it?

The Author of *The Interest of Scotland considered*, is at pains to put *them all together*, and place them in the most formidable Light. He says, p. 109. " We have no such Thing as an Wool-stapler in the Country ; which lays the Clothier under a Necessity to buy this Wool in the Fleece.

" The washing, cleaning, and drying of Wool we understand pretty well : But we neither dye Wool so well or so cheap as the *English* do ; and we have few Scribes who understand the close mixing of Wool upon the Cards.

" Our Women are all bred to spin Linen, and are not so fit to spin Woollen.

" We understand the picking of Cloth, and the thickening of it at the Mill pretty well ; but are not so adroit at the tassling of it, and have not Tassels.

" We have no Shearmen of our own that understand their Business, nor Pressmen ; and lastly, which is the most material Objection indeed, we have not a Stock to carry it on."

These are all the mighty Difficulties he states, and which he says puts it out of our Power to attempt the Woollen Manufacture ; and, by consequence, if it is possible to remove these, he must own, he must be condemned. How far this is practicable, let us now inquire.

And here it will be found, that the Difficulties we laboured under some Years ago as to the Linen, were incomparably greater, even from his own stating the Case, anent the preparing of Ground, sowing and raising of Flax ; and that our Flax, when raised, is so bad, that it were better for our Linen Manufacture, if we raised none at all ; being often unripe, often spoiled in the watering, often discoloured, and having no proper way of drying it, nor of preparing the Seed, and less Skill in dressing it : Wherefore, we must have Flax-raisers, Flax-dressers, and other Artists, from abroad. And, in this very Particular, from p. 147. to p. 159. he states so many Difficulties, and so many Disadvantages we labour under, that, when compared with those he states against the Woollen, they would be

be found far more numerous and inextricable. But, to go on, he goes further, and shows the Necessity of Lint-mills, and states innumerable Difficulties even as to the Spinning-article; in which he would make us believe our People were so perfect. He shows the Necessity of Spinning-schools; and that their Masters should be Foreigners, particularly the *French* Way; and that a Master or Mistress should be set up in a great many Towns. And, when the Yarn is spun, what are the Difficulties he states anent the sorting it? besides, as to the washing and purging it, that so it may be all of one Grist or Staple; and that we want Yarn-merchants, without which we can do nothing; which are the same Persons in the Linen-trade, which Wool-staplers are in the Woollen. How many Difficulties does he enumerate even as to the weaving, for want of right Looms, Reeds, Harness, Shuttles, Temples, &c. Some of these particular Reeds must all be commissioned from abroad, having none at home. And, as to the bleaching, he owns we cannot bleach so cheap as the *Hollanders*; and the several kinds of Potashes and Soap are all brought from *Holland*, and to be got no where else, at the Rates from 60 to 70 *per cent.* dearer than their Bleachers pay for them; and one Material, without which a fine Cloth cannot be brought to a Colour, cannot be got at all; for which he proposes a Bleacher should be sent to *Dantzick* in quest of it. And, if these and other Things cannot be remedied, he owns, as to Bleaching, that this valuable Branch of Trade runs a Risk of being lost, to the inexpressible Loss of the private Adventurers, who have sunk large Sums in it. But it is tedious to trace all the Difficulties he mentions, as to the want of Presses, Machines for finishing our Linens, and right Pressers. These may be seen at large from p. 159 to p. 185. of his Book.

Now, if these Things are so, and from this Gentleman's own Account of the Matter, the Linen Manufacture laboured under greater Difficulties a Dozen of Years ago, than the Woollen does now, the only Argument adduced by him, and founded in Reason, against introducing the Woollen is removed. He himself acknowledges, p. 144. that the Woollen Manufacture is much more valuable. This is self-evident from what has been said: And, if so,  
what



what Reason or Judgment can determine Men to attempt the one, and disregard the other? The Difficulty of being made Masters of the Woollen Manufacture, is the only Argument which in common Sense can weigh in this Case; but when we have overcome much greater Difficulties, and laid hold on a Manufacture much more unattainable, and which produces much less Advantage, this plainly proves there is nothing in the Argument.

And indeed with much less Trouble and Labour, and incomparably more for the Interest of the Country, could we have attained the Woollen. The Difficulties the Promoters of the Linen Manufacture have surmounted, demonstrates their Diligence, and what they merit of their Country. And I mention these from no other View, but to show, that the Woollen Manufacture, valuable as it is, we may have, if we please; and that all the Difficulties are easily overcome.

Here let us look into them.

1<sup>st</sup>, As to the Want of an Wool-stapler or Wool-sorter in the Country; the Reason of that is, we have no Woollen Manufacture to speak of. These Men follow the Woollen Manufacture, as the Shadow does the Body. No sooner will it be erected, than they will offer themselves; it being a beneficial Employment. And tho' this were not the Case, where is the Difficulty of getting a score of them from *England* when we please?

2<sup>dly</sup>, He says, The washing, cleaning, and drying of Wool we understand; but we neither dye Wool so well or cheap as the *English*. We have few Scriblers. We understand the picking of Cloth, and the thickening of it at the Mill pretty well; but are not so adroit (as he calls it) at the tassling of it; and have not Tassles, nor Shearmen, nor Pressmen, that understand their Business: And we want Papers. But he says, "That *England* is sufficiently stocked, nay, one may say, overstocked, with the best of Workmen in every Branch of the Woollen Trade." And indeed this answers all his Objections. For if *England* be overstocked with good Dyers, Dressers, Scriblers, Shearmen, and Pressmen; the Want of whom is his chief Objection against the Woollen Manufacture; is it more difficult to bring those Men a hundred Miles off  
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for the Woollen, than to send to *Holland, Flanders, and France*, for Hands for the Linen, which we have done?

Now, admitting his Objections to be real, I submit it to any Man who understands the Woollen Manufacture, if there be the least Difficulty of procuring as many of those Hands mentioned as we please, and when we please. I acknowledge, that we want three or four Wool-staplers, in order to sort and cure our Wool; and these the Gentlemen, Proprietors of Wool-lands, ought to procure for themselves, whether the Woollen Manufacture take place or not; and this they can do when they please. But this is all which is required as to the Management of our Wool, the original Material of this Manufacture; which takes incomparably less Trouble or Skill than the Management of Flax. So that here there is no Difficulty. A right Dyer of Scarlet Wool we truly have not in *Scotland*; and we would need some thorough Masters in that Art in other Colours. We want likewise some Shearmen, Dressers, and particularly Finishers; but the *L. 700* a-year, adapted by the Government for the Encouragement of our Woollen Manufacture, will go far greater Lengths than to provide us immediately of all these Hands, and every other Thing we want of this sort.

Upon a Conversation with the Manufacturers, I find what we want most of all in *Scotland* is a right *Fulling or Waulk Mill*, there being no such Thing in *Scotland*. Our Cloths, from the Experiment the worthy Gentlemen in the Woollen Manufacture have made of them, we find are as well spun, and every other way as well manufactured, unless as to the milling, dressing, and finishing of them, as the *English*; so that we know this now from Experience, that had we a right Mill or two, some Finishers and Dressers, we want no more to convince Men by their Eyesight what we can do in this Manufacture. The Cloths made to this Company, under all the Disadvantages we now labour under, are much *nearer* the *English* as to *Goodness* and *Price*, than our fine Linens were twelve Years ago near the *Irish* and *Dutch*. And as to Spinners, in the *Lothians*, the *West* and *South Country*, they abound as well as in *Aberdeenshire*. And there is no Difficulty, far less Magick, in a very little Time, with very little Pains or

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Expence,

Expence, to procure as many Spinners as we please, or have occasion for. As for the Want of Tassles in this Country, that Difficulty is now removed, seeing they grow here very well ; and some of our Clothiers sow them themselves, and they answer their End.

The Woollen Manufacturers in this Country are numerous ; many of them most ingenious in their Way, and most of them Masters of their Trade, unless in the fore-mentioned Particulars ; but all of them are depressed and dispirited. And tho' they be the Riches of the Country, yet they have been held down by those whose Interest they promoted ; the landed Gentlemen have denied them their Consumpt : And they have been troden under Foot by those whose Interest it was to suppress them.

And to put this Matter beyond doubt, and to shut the Mouths of the Opposers of the Interest of their Country, if Gentlemen will but look into the Cloths they make, and employ any disinterested Persons of Skill to compare them with the *English*, it will be found a certain Truth, that we are already within a Degree or two of being equally Masters of the Woollen Manufacture with the *English*.

Having endeavoured to remove the Difficulties, and show how easily we can become Masters of this Manufacture, I think it may be now *evident*, that nothing but the *Art* of Politicians, who consider every thing with a View to *certain Ends of a Party*, or the Designs and united Opposition of those numerous Hands who now subsist by selling and retaling the *English* Woollen Manufactures, can prevent this miserable impoverished Country from having applied to it this sovereign and effectual Remedy. As to the *first* of these, I have endeavoured all along to call my *Countrymen* to use their Liberty, exercise their own Judgment, and determine themselves accordingly, and throw off the *Shackles* of Politicians with a becoming Resentment. For, as the famous Mr. King observes, p. 187. from a noted Author, *Many may be so servile, as to promote a foreign Interest to the Prejudice of their own Country ; and may weaken and undermine its Traffick, with a Design to give it to some other Nation : And, when these wicked Spirits are at Work, there needs no more than that four or five should privately give the Word among their Friends, and pretend*



pretend the Government's Service, and be very loud and warm; and there is an End of the Matter. The Love of Money, or the Ambition of leading a Country, goes a great Way. And, if Men can either get Posts or Pensions, or preserve their Parties thro' English Influence, those Men will be tempted even to subject their Country to the Interest of England, in so far as they prefer their private Interest to the publick Good; which many do.

Their Objections I have endeavoured to answer before, and submitted to the common Sense of my Countrymen, if it is not high Time to look about us, and to throw off this worse than *Egyptian* Bondage?

As to the *last* of these, I look upon them to be very formidable Opponents. Those Gentlemen, who now subsist, and make great Profits, by selling the *English* Woollen Manufactures, they are numerous; they swarm over all the Country; and there is not a Place nor a Town, but there are Crowds of them. These are all employed as so many Agents for the Woollen Manufacture of *England*, and, with indefatigable Diligence, remit the Rents of our Lands, to employ the People, and enrich the Country of *England*. They are not only a numerous Body of Men, but their Relations and Connexions are equally formidable. And as this Trade tends directly to subvert our own Woollen Manufacture, so they have carried all the Country Gentlemen along with the Stream as so many *hood-winked Dupes*. These Traders are involved in Debt to the *English* Woollen-drappers, &c. The Gentlemen again are involved in Debt to the *Scots* Shop-keepers. And here is a *Gordian Knot*, which nothing can untie, but an unanimous Resolution by those Gentlemen who are independent, and are at Liberty to act for their own Interest. This shews the absolute Necessity of those Gentlemen forming themselves into an Association, in order to counterbalance this Bulwark of Opposition.

And here, notwithstanding we have shown, how much the landed Interest is reduced, and consequently how much they stand in need of Relief; notwithstanding that we have shown them a large and extensive Remedy, which has saved other Nations from Destruction, and will save them, if they please to use it; they are so immoveable,



as to their own Interest in this Matter, that I *am jealous* nothing but Money and Gain, that effectual Loadstone, will pull them out of their Lethargy. Here I shall show them Gain, which they will not believe, if I had not sufficient Authority to vouch the Truth of it.

In 1713, there was a Treaty of Commerce entered into betwixt *Britain* and *France*: And though it was signed by their Ambassadors, and pushed to pass the Houses of Parliament, by the whole Force of the Ministry; yet, upon the Appearance and Remonstrances of many of the most noted and understanding Merchants in *England*, before both Houses of Parliament, it was, by so many Votes, thrown out of the House. Those Papers, the most valuable Production upon Manufactures and Trade this Age ever saw, are collected by Mr. *King*. In some of those Papers is shown how much the Lands of a Nation are benefited by Manufactures, and what Proportion of the Gain or Profits of those Manufactures goes annually to improve the Rents of Gentlemens Estates. Now, I take it for granted, that, if it can be demonstrated, that the landed Gentlemen will gain 30 or 40 *per cent.* and in Truth reap more Advantage than either Manufacturer or Clothier, or any concerned; that they will hereby turn rich upon other People's Labours; they must not only be destitute of all Regard to their impoverished Country, of all Bowels to their needy Families, but they must even be deprived of any Inclination to better their Circumstances in an honest Way, if they do not unanimously unite in introducing the Woollen Manufacture. Mr. *King* says, "Every Person in the Kingdom, (speaking of *England*, upon a Calculation), "for what he eats, drinks, and wears, is a Tenant to "the Lands, and a Paymaster to the Labourers. Every "one of these, at a Medium, pays the yearly Sum of L. 6 "to the Lands and Labour of the Kingdom." And, to show from Fact how vastly Manufactures raise the Rental of Lands, he demonstrates this incontestably.

"In the Year 1600, which is before we became considerable in Trade, it does not appear, that the general Rental of *England* did exceed six Millions. In 1660, the said general Rental was fourteen Millions; which "effectually demonstrates the prodigious Advantage accruing

"cruing to the landed Interest by Manufacture and Trade." Sir *William Petty*, and others of great Authority, join with him on this Head. And, *p.* 192 and 193. he demonstrates, "That, for certain, 40 s. a-year of the Gain of "Manufacturers goes to enrich the Lands of the King-  
"dom; and that the Rents of Lands are raised annually  
"one fifth of the Produce or annual Value of all the Goods  
"manufactured, *p.* 281." That is to say, every Manufacture which makes *L.* 100,000 worth of Goods, the Lands every Year are *L.* 20,000 of more Value.

Gentlemen in *Scotland* seldom consider this, and few or none believe it: Yet their Incredulity does not alter the Nature of Things; upon the severest Scrutiny they will hold; and they are called upon to use their common Sense, and see whether these Things be so or not.

The Authority of those Papers was such, that they opened the Eyes of the Parliament of *England*, and undeceived the Members; who, when they saw, that this Treaty with *France* must have lessened their own Manufactures; that the lessening of the Manufactures, reduced in *so great a Proportion* the Rents of their Lands; this animated them to throw out a Treaty, even after it was concluded by both the Crowns. I hope the same Authority will weigh with the landed Gentlemen, and make them believe how deeply their own Interest is concerned in the Relief proposed to them; and that it is possible our Gripfasts and Misers, whose Hearts beat with Vigour after a Penny, and who will not grudge to bestow *L.* 20 upon ditching, draining, and inclosing of Ground, providing that Piece of Ground will bring them in *L.* 3 more Rent; that these Mens Fists will likewise be opened to lay out some Money in a Way which will produce them much more Advantage, and upon a much more solid Foundation. And indeed nothing but the most obstinate Corruption, can prevent this wished-for Event's taking place, if we next consider what is demanded of them, and how little Risk they run; which will best appear from the Plan published lately by the worthy Gentlemen who now stand up in this Attempt for their Country; which is as follows.



February 19. 1747.

**PROPOSALS for establishing the Scots WOOLLEN MANUFACTURE.**

**S**OME Noblemen and Gentlemen, attentive to the Interest of their Country, in order to employ their numerous Poor, to prevent the *Exportation of our Wool* into France, and other foreign Parts; and especially to provide some Employment for their Children and Relations; and more especially, to prevent the Country from being entirely drained of Specie; thought it of the greatest Importance to attend to and support an Attempt to introduce the Woollen Manufacture into this Country.

And, in this Stand for the *essential Interests* of their Country, they hope for the Assistance of every Man that loves it. There is no doubt, that the *Woollen Manufacture* employs more Hands, and many of those entirely useless in any other Manufacture, and at the same time that the *Profits* of it are much greater, than any other Manufacture whatsoever; so the Introduction of it into this Country is so far from being a Thing *impracticable*, that upon Trial, which this Company have done, they find, that we can make broad Cloth at present, for *Price and Quality*, very near as good and cheap as is made elsewhere, of which every one may have a Proof, by looking into the Cloths at their Warehouse.

As nothing can be of greater Consequence to this poor Country, than the introducing this large and beneficial Manufacture, which is the Source of Riches to all Nations where it is encouraged;

As this would convey more Blessings to Posterity, than all our Attempts in Trade put together for forty Years past; and as, from Experience, nothing is wanting to bring about this important Event, but the Countenance and Consumpt of the Inhabitants; the Gentlemen hope, as to their Consumpt, that will not be refused, when their Goods are good and cheap. And as to their Countenance and Assistance, they hope that will be easily granted, when whatever Money is advanced, is not only secured, but laid out  
in



in a Way which will afford them much more than Interest.

They have appointed *Alexander Mason* to receive in Subscriptions, and to manage their Affairs. And the *Design* they think *so good*, the *Manufacture* *so profitable*, and the *Plan* calculated *so* equally for the Benefit of all the Subscribers, that they hope the Subscription-money shall soon be filled up.

The P L A N is as follows, and Money to be received in by *Alexander Mason*, at his Shop in *Luckenbooths, Edinburgh*.

THE Gentlemen concerned in the Woollen Manufacture, having settled upon *Alexander Mason* Merchant in *Edinburgh*, to be their Manager for carrying on this Attempt for the Good of the Country; and having now appointed him to receive in Subscriptions agreeable to the Plan; the chief Articles of which are as follows.

- ARTICLE I. That a Sum not exceeding four thousand Pounds shall be subscribed for, for introducing and carrying on the Woollen Manufacture.

ART. II. That all Persons, whether Gentlemen, Merchants or others, shall be allowed to subscribe; there being no Monopoly intended in this Matter, the Gentlemen having singly in their Eye the Interest of the Country, and the encouraging this most beneficial Manufacture.

ART. III. That all Persons from whom any Subscriptions shall be accepted towards raising the said Capital Stock, they themselves, their Executors, Administrators and Assignies, shall be intitled to a Share of the said Capital Stock in Proportion to the Money which they shall contribute; and further, to a proportional Share of the said Profits attending the said Capital Stock.

ART. IV. The Gentlemen having considered, that the said *Alexander Mason* was bred up to, and has for many Years carried on the Woollen Broad Cloth Trade, and therefore thoroughly capable to execute this Undertaking; and that he is one of sufficient Stock, and has agreed to give Security for whatever Money is paid into his Hands; so he is under the Direction of such Persons as a General Meeting

Meeting shall appoint, to apply this Money from Time to Time for the Trade of the Woollen Manufacture in the most advantageous Manner for the Country, and for the Proprietors of this Stock ; and that all Sums of Money received shall be accounted for weekly by him, at the Meeting of the Directors for that End.

ART. V. At a General Meeting of the Subscribers, they shall chuse Directors, in order to meet weekly, to superintend the Affairs of the Company : That all their Management shall be entered regularly in Books kept for that Purpose by the said *Alexander Mason*, and attested by the Directors ; and their whole Management to be reported, revised, and amended by a General Meeting, to be held quarterly by all the Subscribers : And that those Directors shall have it in their Power to call a General Meeting oftener, if they see proper, or think it necessary.

ART. VI. That the said *Alexander Mason*, and the Directors, propose to divide annually, at the Rate of *L. 5 per cent.* out of the Profits to every one of the Subscribers ; and that this Money shall first be paid to the Subscribers, before any Person concerned in the Management shall be intitled to draw any Money for their Charges or Trouble in executing the Company's Affairs ; and that, after the Sum due for Management and necessary Expences, which is to be settled at as moderate a Rate as possible, by a General Meeting of the Subscribers, the Superplus of Profits is to be appropriate to every Subscriber, in proportion to the Value of his Subscription.

ART. VII. The Gentlemen and *Alexander Mason*, as they have chiefly the Interest of the Country at Heart in this Matter, engage in their whole Management to make no Secrets, but that every thing shall be made as plain as possible ; and that they shall do their utmost to execute this Matter to the Advantage of the Subscribers ; that the Profits shall be fairly divided to every Subscriber, in proportion to his Subscription, according to the Books ; which shall constantly be laid open, not only to the Perusal of the ordinary Directors, but likewise to all the Subscribers, or Gentlemen that are willing to subscribe. And if this Matter is duly encouraged by the Country in their Consumpt, it will turn out, not only to the establishing the  
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the Woollen Manufacture, the greatest Blessing that can possibly happen this poor Country, but likewise to the Gain and Advantage of every Subscriber; this Manufacture, of all others, being the most beneficial.

ART. VIII. It is therefore expected, that as neither the Woollen Manufacture can be introduced, nor Manufacturers encouraged without Consumpt, that the Gentlemen Subscribers will not only support this Attempt by their own Consumpt, but promote it by their Interest, so long as it is conducted with Uprightness, and the Prices of Cloths are reasonable and cheap.

ART. IX. The Managers will exert themselves to the utmost, in contriving the most proper Methods for manufacturing Cloth and other Woollen Goods, and in giving the best Advice they can to all sorts of Woollen Manufacturers, in order to rectify their Goods, which by wrong manufacturing are unfaleable. And under the Direction of the Gentlemen, they are to do every thing in their Power that can forward and establish this most beneficial Manufacture.

Here the landed Gentlemen have their Money secured at legal Interest; and it is employed in a Way which will not only produce them greater Advantage, but so as no Deceit can be intended; as they have the Thing absolutely under their own Eye and Direction.

And, to conclude, If the *Woollen Manufacture* be an Attempt of such *vast Importance*, and is attended with such unspeakable Advantages, and can be *so easily attained*, as has been proved, and may save this Country, now sinking in Poverty, and torn in Pieces by all the direful Attendants of Misery and Want, I appeal to the *common Sense* of Mankind, particularly of every *Scotsman*, if it ought not to be the chief Object of our Attention? if the landed Gentlemen ought not to use their utmost Efforts, and unite together in this Attempt, and that immediately, without Delay? and that, if they do not do so, they are blind to their own Interests, cruel to their Families, and Dupes to Politicians? And, if they go on, in applying the Rents of their Estates for *foreign Wares* and *Fineries*, in order to gratify their Extravagance; if all the Use they make of their Fortunes be



to employ and enrich the Inhabitants of other Countries, while their own are miserable, and poor, and idle; and that neither Poverty nor Want, nor the Cries of their Country, can rouse them out of their Lethargy: every *Scotsman*, who uses his *common Sense*, without the Spirit of Prophecy, may see, what Infamy and Ruin those Men must convey to Posterity, and Mankind must judge them a greater Curse to their Country, than Smugglers, or destructive Traders: And that their acting for so long a Time such a *criminal Part*, as it has been the Source of our present Poverty, so it must be a sufficient Excuse for any Man who considers it, tho' he cannot do it without being warmed, and expressing himself perhaps with too great Heat; yet this Heat, tho' in some Sense blame-worthy, demonstrates, that he is not destitute of *Regard* to his Country. And, in fine, he submits to the common Sense of *Scotsmen*, If the Conduct of the landed Gentlemen be not the Source of their Misery? and, If their own vigorous Efforts be not the only Mean of Relief?

Here the landed Gentlemen have their Money secured at legal Interest; and in this Way which will not only produce them greater Advantage, but to be no less under their own Eye and Direction. And, as conclude, If the *Wholesale* Manufacture be an Attempt of such vast Importance, and is attended with such unpeppable Advantages, and can be so easily attained, as has been proved, and may have this Country, now sinking in Poverty, and torn in Pieces by all the dismal Attendants of Misery and Want, I appeal to the common Sense of Mankind, particularly of every *Scotsman*, if it ought not to be the chief Object of our Attention? if the landed Gentlemen ought not to use their united Efforts, and unite together in this Attempt, and that immediately, without Delay? and that if they do not do so, they are blind to their own Interest, equal to their Tameness, and Deaf to the Pleas of their Country? And if they go on, in applying the Ruins of their Estates for foreign Wars and Armies, in order to gratify their Ex- travagance; if all the Use they make of their Estates be



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